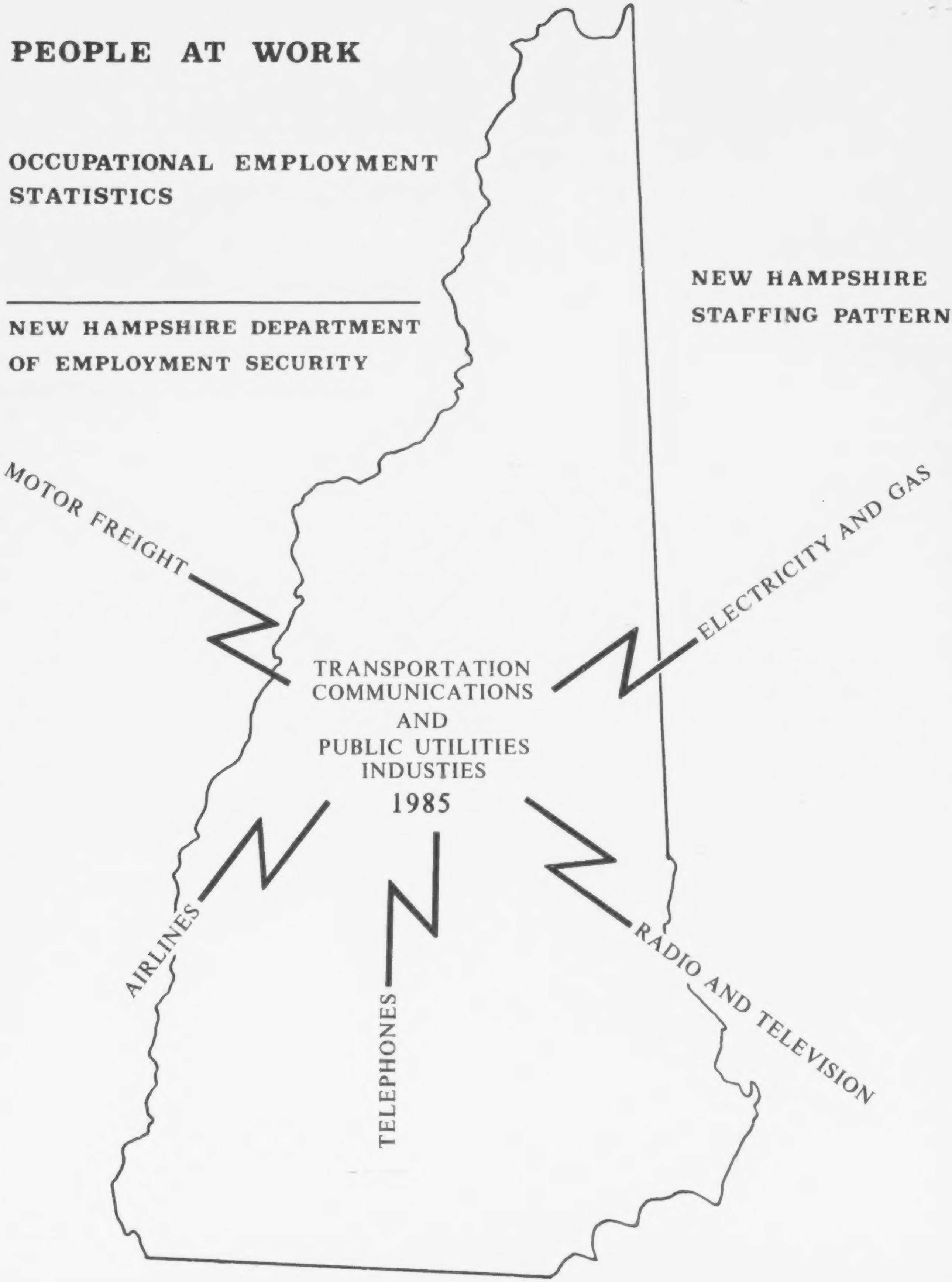
PEOPLE AT WORK

OCCUPATIONAL EMPLOYMENT STATISTICS

NEW HAMPSHIRE DEPARTMENT
OF EMPLOYMENT SECURITY

NEW HAMPSHIRE STAFFING PATTERNS


MOTOR FREIGHT
ELECTRICITY AND GAS
AIRLINES
TELEPHONES
RADIO AND TELEVISION

TRANSPORTATION COMMUNICATIONS AND PUBLIC UTILITIES INDUSTIES

1985

NEW HAMPSHIRE STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS
AND
PUBLIC UTILITIES INDUSTRIES
1985

An Occupational Employment Statistics Survey
Conducted By The
Economic Analysis and Reports Section
NEW HAMPSHIRE DEPARTMENT OF EMPLOYMENT SECURITY
In Cooperation With The
U. S. BUREAU OF LABOR STATISTICS

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PREFACE

Our sincere appreciation is extended to those employers who participated in this survey. Without their support, this publication would not have been possible.

We also would like to express our thanks to the United States Department of Labor, both at the regional level in Boston, MA and the national level in Washington, D.C. for their help in the Federal-State Cooperative effort.

This report was prepared by the New Hampshire Occupational Employment Statistics (OES) Program staff William Halm, with programming and data processing support provided by Richard Ricard, and typing by Madaline S. Moulton.

Your comments and suggestions as well as requests for more information are most welcome. We may be reached at the following address:

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INTRODUCTION

The United States Department of Labor initiated the OES program in mid 1971 to meet the increasing demand for current occupational data. The program consists of three distinct segments: The survey; the industry-occupational matrix and the industry employment projections. This publication only presents the survey phase of the program.

The OES survey is a periodic mail survey of a sample of establishments selected from the ES-202. The survey is conducted over a three year cycle. Manufacturing and Hospitals are surveyed in the first year; one half the nonmanufacturing industries in the second year; and the remainder of nonmanufacturing industries in the third year. Data are collected from employing establishments primarily by mail with telephone followups and personal visits when an establishment's response is critical to the survey. The OES survey is based on a random sample, stratified by industry and size, and designed to represent the total or "universe" of establishments covered in the survey. These data are then used to estimate total nonfarm wage and salary employment by occupation and industry for the state and selected substate areas.

The industry-occupational matrix is a chart, or array which is divided into columns and rows. The columns represent divisions of industry, such as manufacturing, finance, insurance and real estate (FIRE), Wholesale and Retail Trade and Services. The rows represent large occupational groupings, including professional, paraprofessional and technical workers, clerical workers and sales workers. Each column and row is subdivided to provide a more detailed matrix of industries and occupations. For example, in the banking industry, tellers are listed in the clerical group, and computer programmers are listed in the professional, paraprofessional and technical group. Also the banking industry is part of the finance, insurance and real estate division.

The industry employment projections by occupation are based on knowing the staffing pattern or occupational makeup of the industry (as determined by the OES survey) and the industry employment for the target year. The industry employment is projected to the target year using a statistical technique called "regression analysis." The projected occupational employment is obtained by applying the adjusted staffing pattern ratios.

Between April 1985 and June 1986, the New Hampshire Department of Employment Security conducted an occupational employment survey of Transportation and Public Utilities Industries by means of a questionnaire. This report was compiled from usable returns from the original mailing plus three follow-ups.

As used in this report, Standard Industrial Classification (SIC) defines industries according to composition and structure and spans the entire field of economic activities. Industrially classified statistics are used not only to show how industries have performed over past years but to indicate emerging and rapidly growing industries. No comparison between 1985 occupational estimates and the data from previous OES surveys was possible due to changes in the occupational coding system.

The goal of the OES program is to direct training programs to meet both current and long-range personnel needs. To that end, it is an invaluable tool enabling employers, educational planners, manpower analysts, economists and other users to intelligently deal with inequities in the supply and demand of workers in specific occupations on the local, state or national level.

SUMMARY
OCCUPATIONAL EMPLOYMENT
IN
TRANSPORTATION, COMMUNICATION, AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

There were an estimated 15,231 wage and salary workers in the Transportation, Communication, and Public Utilities industries covered by the New Hampshire Unemployment Compensation Law during the survey period of the second quarter of 1985. Compared to a similar survey in 1982, employment in these industries grew by 1,111 workers or almost eight percent.

The four major industrial groups presente in this occupational report by two-digit SIC (Standard Industrial Classification) were Passenger Transportion (SIC 41); Motor Freight Transportation and Warehousing (SIC 42); Communication (SIC 48); and Electric, Gas and Sanitary Services (SIC 49). The Communication industry employed the largest number of workers with 4,432 (29.1 percent) followed by Motor Freight Transportation and Warehousing with 4,181 Workers (27.5 percent); Electric, Gas and Sanitary Services with 3,473 workers (22.8 percent) and Passenger Transportation with 1,508 workers (9.9 percent). The remaining three industries in this segment of the economy, namely SIC 44, 45 and 47 combined to make up less than eleven percent of the total employment and each industry was too small to meet publication criteria in the OES (Occupational Employment Statistics) program.

Since the 1982 survey the Motor Freight Transportation and Warehousing industry grew by 712 workers (21 percent) while Electric, Gas and Sanitary Services only added 137 workers (4 percent). The Communication industry lost 551 workers (11 percent) while the Passenger Transportation industry was the most stable with an increase of only 11 workers.

Our sample consisted of 324 units representing an employment of 13,442. Usable responses were received from 243 units or 75 percent of the units sampled. The reported employment was 11,302 or 84 percent of the employment in the sample.

STAFFING PATTERNS IN TRANSPORTATION, COMMUNICATIONS, AND PUBLIC UTILITIES INDUSTRIES (SIC 40-42, 44-49)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
Total All Occupations		15,231	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	1,118	7.3
Financial Managers	13002	86	0.6
Personnel, Training and Labor Relations Managers	13005	32	0.2
Purchasing Managers	13008	15	0.1
Marketing, Advertising, and Public Relations Managers	13011	138	0.9
Administrative Services Managers	13014	19	0.1
Engineering, Mathematical and Natural Science Managers	13017	84	0.5
Communications, Transportation and Utility Operations Managers	15023	422	2.8
General Managers and Top Executives	19005	271	1.8
All Other Managers and Administrators	19999	51	0.3
PROFESSIONAL, PARAPROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	1,519	10.0
Accountants and Auditors	21114	99	0.6
Budget Analysts	21117	13	0.1
All Other Financial Specialists	21199	14	0.1
Purchasing Agents-Except Wholesale, Retail and Farm Products	21308	15	0.1
Personnel, Training and Labor Relations Specialists	21511	24	0.2
All Other Management Support Workers	21999	81	0.5
Nuclear Engineers	22117	11	0.1
Civil Engineers, Including Traffic	22121	54	0.3
Electrical and Electronic Engineers	22126	112	0.7
Mechanical Engineers	22135	27	0.2
All Other Engineers	22199	150	1.0

STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS, AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
Civil Engineering Technicians and Technologists	22502	18	0.1
Electrical and Electronic Engineering Technicians and Technologists	22505	41	0.3
Drafters	22514	23	0.2
All Other Engineering and Related Technicians and Technologists	22599	47	0.3
Life Scientists	24300	11	0.1
Physical and Life Science Technicians and Technologists	24500	21	0.1
Systems Analysts, EDP	25102	59	0.4
Computer Programmers	25105	43	0.3
Teachers and Instructors, Vocational Education and Training	31314	22	0.1
Emergency Medical Technicians	32508	155	1.0
Writers and Editors	34002	25	0.2
Public Relations Specialists and Publicity Writers	34008	11	0.1
Reporters and Correspondents	34011	53	0.3
Broadcast News Analysts	34015	40	0.3
Announcers, Radio and Television	34017	181	1.2
Camera Operators, TV and Motion Pictures	34026	54	0.3
Broadcast Technicians	34028	48	0.3
Airplane Dispatchers and Air Traffic Controllers	39002	10	0.1
All Other Professional, Paraprofessional, and Technical Workers	39999	57	0.4
SALES OCCUPATIONS	40000-49999	692	4.6
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	29	0.2
Sales Agents, Selected Business Services	43017	216	1.4
Travel Agents	43021	335	2.2
Sales Agents, Advertising	43023	24	0.2
Cashiers	49023	56	0.4

STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS, AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
All Other Sales and Related Workers	49999	32	0.2
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	3,705	24.3
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	558	3.7
Adjustment Clerks	53123	27	0.2
Bill and Account Collectors	53508	17	0.1
Reservation and Transportation Ticket Agents	53805	88	0.6
Secretaries	55100	256	1.7
Receptionists and Information Clerks	55305	58	0.4
Typists	55308	20	0.1
Personnel Clerks, Except Payroll and Timekeeping	55314	16	0.1
Order Clerks-Materials, Merchandise, and Service	55323	34	0.2
Customer Service Representatives, Utilities	55335	386	2.5
Bookkeeping, Accounting, and Auditing Clerks	55338	344	2.3
Payroll and Timekeeping Clerks	55341	27	0.2
Billing, Cost and Rate Clerks	55344	114	0.7
General Office Clerks	55347	770	5.1
Billing, Posting, and Calculating Machine Operators	56002	30	0.2
Computer Operators, Except Peripheral Equipment	56011	34	0.2
Data Entry Keyers, Except Composing	56017	34	0.2
All Other Office Machine Operators	56099	7	*
Switchboard Operators	57102	33	0.2
Central Office Operators	57108	110	0.7
Dispatchers-Police, Fire and Ambulance	58002	12	0.1
Dispatchers, Except Police, Fire and Ambulance	58005	163	1.1
Production, Planning, and Expediting Clerks	58008	117	0.8
Meter Readers, Utilities	58014	142	0.9

STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS, AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
Stock Clerks-Stockroom, Warehouse, or Storage Yard	58023	47	0.3
Traffic, Shipping, and Receiving Clerks	58028	64	0.4
All Other Material Recording, Scheduling, and Distributing Workers	58099	71	0.5
All Other Clerical and Administrative Support Workers	59999	126	0.8
SERVICE OCCUPATIONS	60000-69999	108	0.7
First Line Supervisors and Manager/Supervisors-Service	61000	13	0.1
Cleaning and Building Service Occupations, Except Private Households	67000	62	0.4
All Other Service Workers	69999	33	0.2
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	8,089	53.1
First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	342	2.3
First Line Supervisors and Manager/Supervisors-Construction Trades and Extractive Workers	81005	34	0.2
First Line Supervisors and Manager/Supervisors-Transportation and Material Moving Machine and Vehicle Occupations	81011	148	1.0
First Line Supervisors and Manager/Supervisors-Helpers, Laborers, and Material Movers, Hand	81017	81	0.5

STAFFING PATTERNS IN TRANSPORTATION, COMMUNICATIONS, AND PUBLIC UTILITIES INDUSTRIES (SIC 40-42, 44-49)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	49	0.3
Precision Inspectors, Testers and Graders	83002	49	0.3
All Other Inspectors, Testers, and Related Occupations	83099	12	0.1
Machinery Maintenance Mechanics, Water or Power Generation Plant	85118	169	1.1
Maintenance Repairers, General Utility	85132	108	0.7
Automotive Mechanics	85302	104	0.7
Bus and Truck Mechanics and Diesel Engine Specialists	85311	186	1.2
Aircraft Mechanics	85323	83	0.5
Central Office and PBX Installers and Repairers	85502	257	1.7
Signal or Track Switch Maintainers	8511	11	0.1
All Other Communications Equipment Mechanics, Installers and Repairers	85599	28	0.2
Telephone and Cable TV Line Installers and Repairers	85702	309	2.0
Electronics Repairers, Commercial and Industrial Equipment	85717	94	0.6
Powerhouse, Substation and Electricians	85721	108	0.7
Electrical Powerline Installers and Repairers	85723	641	4.2
Station Installers and Repairers, Telephone	85726	283	1.9
All Other Electrical and Electronic Equipment Mechanics, Installers and Repairers	85799	41	0.3
Precision Instrument Repairers	85905	65	0.4
Electric Meter Installers and Repairers	85911	62	0.4
Mechanical Control and Valve Installers and Repairers	85928	11	0.1
Gas Appliance Repairers	85944	59	0.4

STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS, AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

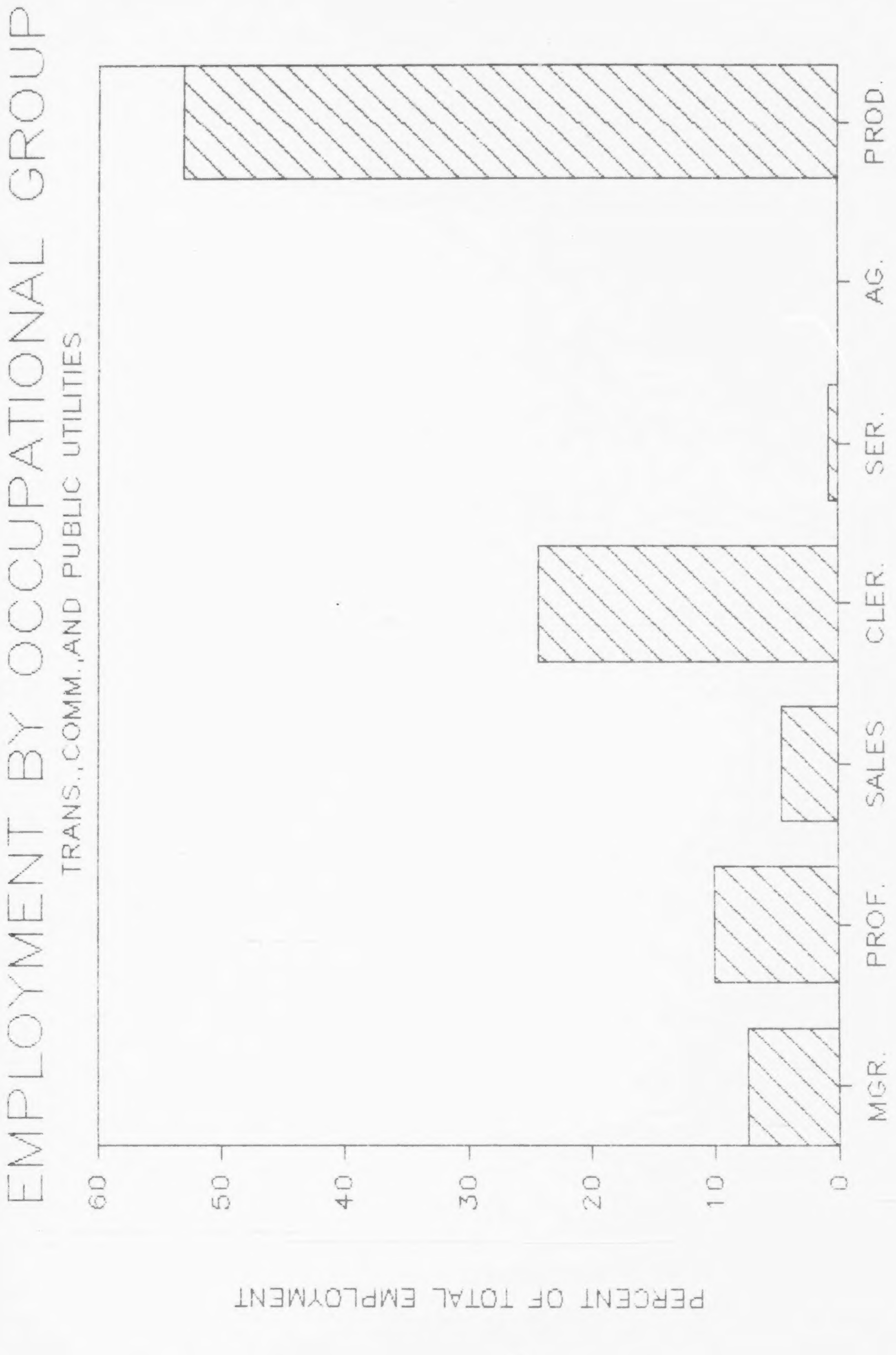
OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
All Other Mechanics, Installers and Repairers	85999	32	0.2
Pipelayers	87508	15	0.1
Rail-Track Laying and Maintenance Equipment Operators	87714	60	0.4
All Other Construction Trades Workers	87999	25	0.2
All Other Precision Workers	89999	3	*
All Other Machine Operators and Tenders	92998	5	*
Welders and Cutters	93914	28	0.2
Water and Liquid Waste Treatment Plant and System Operators	95002	14	0.1
Gas Plant Operators	95005	14	0.1
Power Generating Plant Operators, Except Auxiliary Equipment Operators	95021	51	0.3
Auxiliary Equipment Operators, Power	95023	37	0.2
Power Reactor Operators	95026	20	0.1
Power Distributers and Dispatchers	95028	57	0.4
All Other Plant and System Operators	95099	6	*
Truck Drivers, Heavy or Tractor Trailer	97102	1,558	10.2
Truck Drivers, Light-Include Delivery and Route Workers	97105	466	3.1
Bus Drivers	97108	61	0.4
Bus Drivers, School	97111	797	5.2
Taxi Drivers and Chauffeurs	97114	175	1.1
Railroad Conductors and Yardmasters	97302	35	0.2
Locomotive Engineers	97305	38	0.2
Railroad Brake, Signal and Switch Operators	97317	102	0.7
Service Station Attendants	97805	125	0.8
All Other Transportation and Related Workers	97899	37	0.3
Industrial Truck and Tractor Operators	97947	170	1.1

STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS, AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
Operating Engineers	97956	28	0.2
All Other Material Moving Equipment Operators	97999	40	0.3
Helpers-Electricians and Power-Line Transmission Installers	98313	31	0.2
Stevedores, Except Equipment Operators	98702	14	0.1
Refuse Collectors	98705	135	0.9
Hand Packers and Packagers	98902	22	0.1
Vehicle Washers, and Equipment Cleaners	98905	25	0.2
All Other Helpers, Laborers and Material Movers, Hand	98999	529	3.5

THE FIFTEEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK (SIC 40-42, 44-49)

RANK	OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 EMP.	PERCENT OF TOTAL
1	Truck Drivers, Heavy Or Tractor Trailer	97102	1,558	10.2
2	Bus Drivers, School	97111	797	5.2
3	General Office Clerks	55347	770	5.1
4	Electrical Powerline Installers and Repairers	85723	641	4.2
5	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support-Occupations	51002	558	3.7
6	Truck Drivers, Light-Include Delivery and Route Workers	97105	466	3.1
7	Communications, Transportation and Utility Operations Managers	15023	422	2.8
8	Customer Service Representatives, Utilities	55335	386	2.5
9	Bookkeeping, Accounting, and Auditing Clerks	55338	344	2.3
10	First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	342	2.3
11	Travel Agents	43021	335	2.2
12	Telephone and Cable TV Line Installers and Repairers	85702	309	2.0
13	Station Installers and Repairers, Telephone	85726	283	1.9
14	General Managers and Top Executives	19005	271	1.8
15	Central Office and PBX Installers and Repairers	85502	257	1.7


EMPLOYMENT BY OCCUPATIONAL GROUP

TRANS., COMM., AND PUBLIC UTILITIES

STAFFING PATTERNS
LOCAL AND SUBURBAN TRANSIT AND INTERURBAN HIGHWAY PASSENGER TRANSPORTATION
(SIC 41)

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		1,508	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	66	4.4				
Communications, Transportation, and Utilities Operations Managers	15023	41	2.7	28	53	29	32.4
General Managers and Top Executives	19005	16	1.1	29	21	11	20.6
All Other Managers and Administrators	19999	9	0.6	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	162	10.7				
All Other Financial Specialists	21199	3	0.2	NA	-	-	NA
All Other Management Support Workers	21999	2	0.1	NA	-	-	NA
Emergency Medical Technicians	32508	155	10.3	14	176	134	20.6
All Other Professional, Paraprofessional and Technical Workers	39999	2	0.1	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	7	0.5	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	132	8.7				
Secretaries	55100	17	1.1	15	20	14	29.4
Bookkeeping, Accounting, and Auditing Clerks	55338	25	1.7	19	30	20	35.3
Billing, Cost and Rate Clerks	55344	12	0.8	30	16	8	14.7
General Office Clerks	55347	11	0.7	33	15	7	14.7
Dispatchers, Police, Fire, and Ambulance	58002	12	0.8	18	14	10	11.8
Dispatchers, Except Police, Fire and Ambulance	58005	35	2.3	18	41	29	23.5
All Other Clerical and Administrative Support Workers	59999	20	1.3	NA	-	-	NA

STAFFING PATTERNS
LOCAL AND SUBURBAN TRANSIT AND INTERURBAN HIGHWAY PASSENGER TRANSPORTATION
(SIC 41)

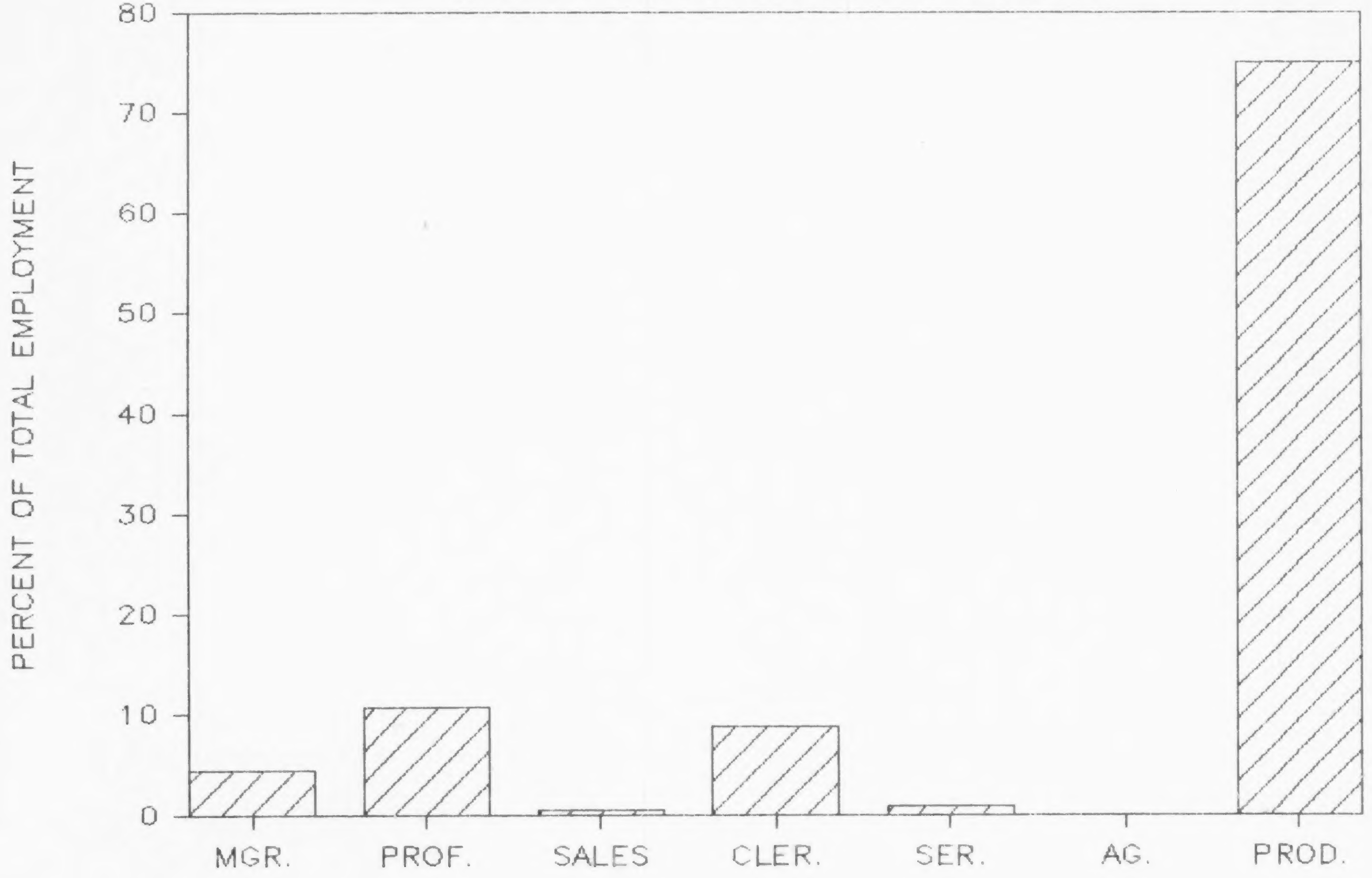
OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
SERVICE OCCUPATIONS	60000-69999	12	0.8	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	1,129	74.9				
First Line, Supervisors and Manager/Supervisors-Transportation and Material Moving Machine and Vehicle Occupations	81011	10	0.7	34	13	7	11.8
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	1	0.1	NA	-	-	NA
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	39	2.6	13	44	34	26.5
All Other Mechanics, Installers, and Repairers	85999	38	2.5	NA	-	-	NA
Bus Drivers	97108	61	4.0	30	80	42	11.8
Bus Drivers, School	97111	797	52.8	2	815	779	47.1
Taxi Drivers and Chauffeurs	97114	175	11.6	4	182	168	26.5
All Other Transportation, and Material Moving Equipment Operators	97989	4	0.3	NA	-	-	NA
All Other Helpers, Laborers, and Material Movers, Hand	98999	4	0.3	NA	-	-	NA

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK (SIC 41)

RANK	OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMP.	PERCENT OF TOTAL
1	Bus Drivers, School	97111	797	52.8
2	Taxi Drivers and Chauffeurs	97114	175	11.6
3	Emergency Medical Technicians	32508	155	10.3
4	Bus Drivers	97108	61	4.0
5	Communications, Transportation, and Utilities Operations Managers	15023	41	2.7
6	Bus and Truck Mechanics, and Diesel Engine Specialists	85311	39	2.6
7	Dispatchers, Except Police, Fire and Ambulance	58005	35	2.3
8	Bookkeeping, Accounting, and Auditing Clerks	55338	25	1.7
9	Secretaries	55100	17	1.1
10	General Managers and Top Executives	19005	16	1.1

EMPLOYMENT BY OCCUPATIONAL GROUP

HIGHWAY PASSENGER TRANSPORTATION



STAFFING PATTERNS
MOTOR FREIGHT TRANSPORTATION AND WAREHOUSING
(SIC 42)

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
TOTAL ALL OCCUPATIONS		4,181	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	292	7.0				
Financial Managers	13002	21	0.5	22	26	16	9.5
Personnel, Training, and Labor Relations Managers	13005	16	0.4	22	20	12	8.3
Marketing, Advertising, and Public Relations Managers	13011	11	0.3	27	14	8	7.1
Communications, Transportation, and Utilities Operations Managers	15023	156	3.7	14	178	134	50.0
General Managers and Top Executives	19005	75	1.8	16	87	63	19.0
All Other Managers and Administrators	19999	13	0.3	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	41	1.0				
Accountants and Auditors	21114	21	0.5	22	26	16	11.9
All Other Management Support Workers	21999	3	0.1	NA	-	-	NA
All Other Professional, Paraprofessional and Technical Workers	39999	17	0.4	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	125	3.0				
First Line, Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	12	0.3	24	15	9	4.8
Sales Agents, Business Services	43017	96	2.3	17	113	79	25.0
All Other Sales and Related Workers	49999	17	0.4	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	651	15.6				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	21	0.5	24	26	16	9.5

STAFFING PATTERNS
MOTOR FREIGHT TRANSPORTATION AND WAREHOUSING
(SIC 42)

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Secretaries	55100	68	1.6	20	82	54	27.4
Receptionists and Information Clerks	55305	10	0.2	23	12	8	4.8
Personnel Clerks	55314	11	0.3	26	14	8	3.6
Bookkeeping, Accounting, and Auditing Clerks	55338	91	2.2	15	104	78	33.3
Payroll and Timekeeping Clerks	55341	11	0.3	19	13	9	7.1
Billing, Cost and Rate Clerks	55344	76	1.8	11	84	68	33.3
General Office Clerks	55347	149	3.6	15	171	127	36.9
Billing, Posting and Calculating Machine Operators	56002	12	0.3	34	16	8	4.8
All Other Office Machine Operators	56099	21	0.5	NA	-	-	NA
Dispatchers-Except Police, Fire and Ambulance	58005	85	2.0	16	98	72	34.5
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	21	0.5	32	28	14	8.3
Traffic, Shipping and Receiving Clerks	58028	49	1.2	35	66	32	5.9
All Other Clerical and Administrative Support Workers	59999	26	0.6	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	9	0.2	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	3,063	73.2				
First Line Supervisors and Manager/Supervisors-Transportation and Material Moving Machine and Vehicle Occupations	81011	131	3.1	18	154	108	26.2
First Line Supervisors and Manager/Supervisors-Helpers, Laborers, and Material Movers-Hand	81017	81	1.9	27	103	59	15.5
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	7	0.2	NA	-	-	NA

STAFFING PATTERNS
MOTOR FREIGHT TRANSPORTATION AND WAREHOUSING
(SIC 42)

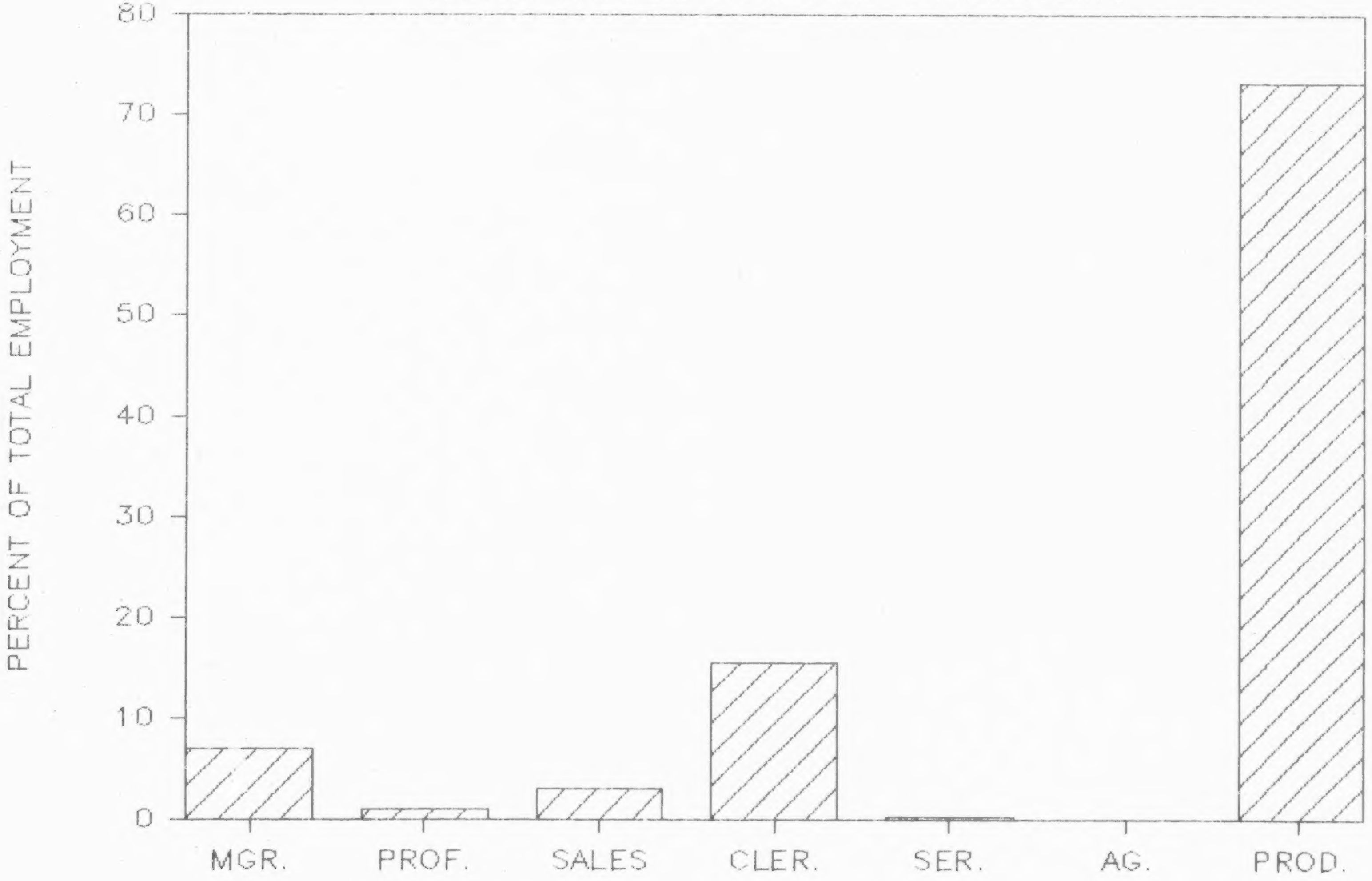
OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Inspectors, Testers and Related Occupations	83099	3	0.1	NA	-	-	NA
Maintenance Repairers, General Utility	85132	43	1.0	31	56	30	13.1
Automotive Mechanics	85302	20	0.5	36	27	13	7.1
Bus and Truck Mechanics and Diesel Engine Specialists	85311	143	3.4	16	161	125	39.3
All Other Mechanics, Installers and Repairers	85999	7	0.2	NA	-	-	NA
All Other Hand Workers	93999	3	0.1	NA	-	-	NA
Truck Drivers, Heavy Or Tractor Trailer	97102	1,528	36.5	6	1,619	1,437	84.5
Truck Drivers, Light-Include Delivery and Route Workers	97105	390	9.3	16	454	326	21.4
Industrial Truck and Tractor Operators	97947	136	3.3	28	174	98	14.3
All Other Material Moving Equipment Operators	97999	33	0.8	NA	-	-	NA
Refuse Collectors	98705	64	1.5	46	93	35	5.9
All Other Helpers, Laborers, and Material Movers, Hand	98999	474	11.3	NA	-	-	NA

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK
(SIC 42)

RANK	OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMP.	PERCENT OF TOTAL
1	Truck Drivers, Heavy Or Tractor Trailer	97102	1,528	36.5
2	Truck Drivers, Light-Include Delivery and Route Workers	97105	390	9.3
3	Communications, Transportation, and Utilities Operations Managers	15023	156	3.7
4	General Office Clerks	55347	149	3.6
5	Bus and Truck Mechanics and Diesel Engine Specialists	85311	143	3.4
6	Industrial Truck and Tractor Operators	97947	136	3.3
7	First Line Supervisors and Manager/Supervisors-Transportation and Material Moving Machine and Vehicle Occupations	81011	131	3.1
8	Sales Agents, Business Services	43017	96	2.3
9	Bookkeeping, Accounting and Auditing Clerks	55338	91	2.2
10	Dispatchers-Except Police, Fire and Ambulance	58005	85	2.0

EMPLOYMENT BY OCCUPATIONAL GROUP

MOTOR FREIGHT TRAN. AND WAREHOUSING



STAFFING PATTERNS
COMMUNICATION
(SIC 48)

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
TOTAL ALL OCCUPATIONS		4,432	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	394	8.9				
Financial Managers	13002	35	0.8	16	41	29	38.7
Marketing, Advertising, and Public Relations Managers	13011	109	2.5	14	124	94	64.5
Engineering, Mathematical, and Natural Sciences Managers	13017	22	0.5	13	25	19	16.1
Communications, Transportation, and Utilities Operations Managers	15023	100	2.3	8	108	92	51.6
General Managers and Top Executives	19005	86	1.9	13	97	75	41.9
All Other Managers and Administrators	19999	42	0.9	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	685	15.5				
Accountants and Auditors	21114	15	0.3	31	20	10	16.1
Budget Analysts	21117	13	0.3	12	15	11	9.7
All Other Management Support Workers	21999	5	0.1	NA	-	-	NA
Electrical and Electronic Engineers	22126	37	0.8	22	45	29	19.4
All Other Engineers	22199	161	3.6	NA	-	-	NA
Electrical and Electronic Technicians and Technologists	22505	11	0.3	46	16	6	9.7
All Other Engineering Technicians and Technologists	22599	8	0.3	NA	-	-	NA
Writers and Editors	34002	23	0.5	23	28	18	25.8
Reporters and Correspondents	34011	53	1.2	30	69	37	19.4
Broadcast News Analysts	34014	40	0.9	30	52	28	19.4
Announcers, Radio and Television	34017	181	4.1	20	217	145	35.5
Broadcast Technicians	34028	48	1.1	35	65	31	29.0
All Other Professional, Paraprofessional and Technical Workers	39999	90	2.0	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	123	2.8				

STAFFING PATTERNS
COMMUNICATION
(SIC 48)

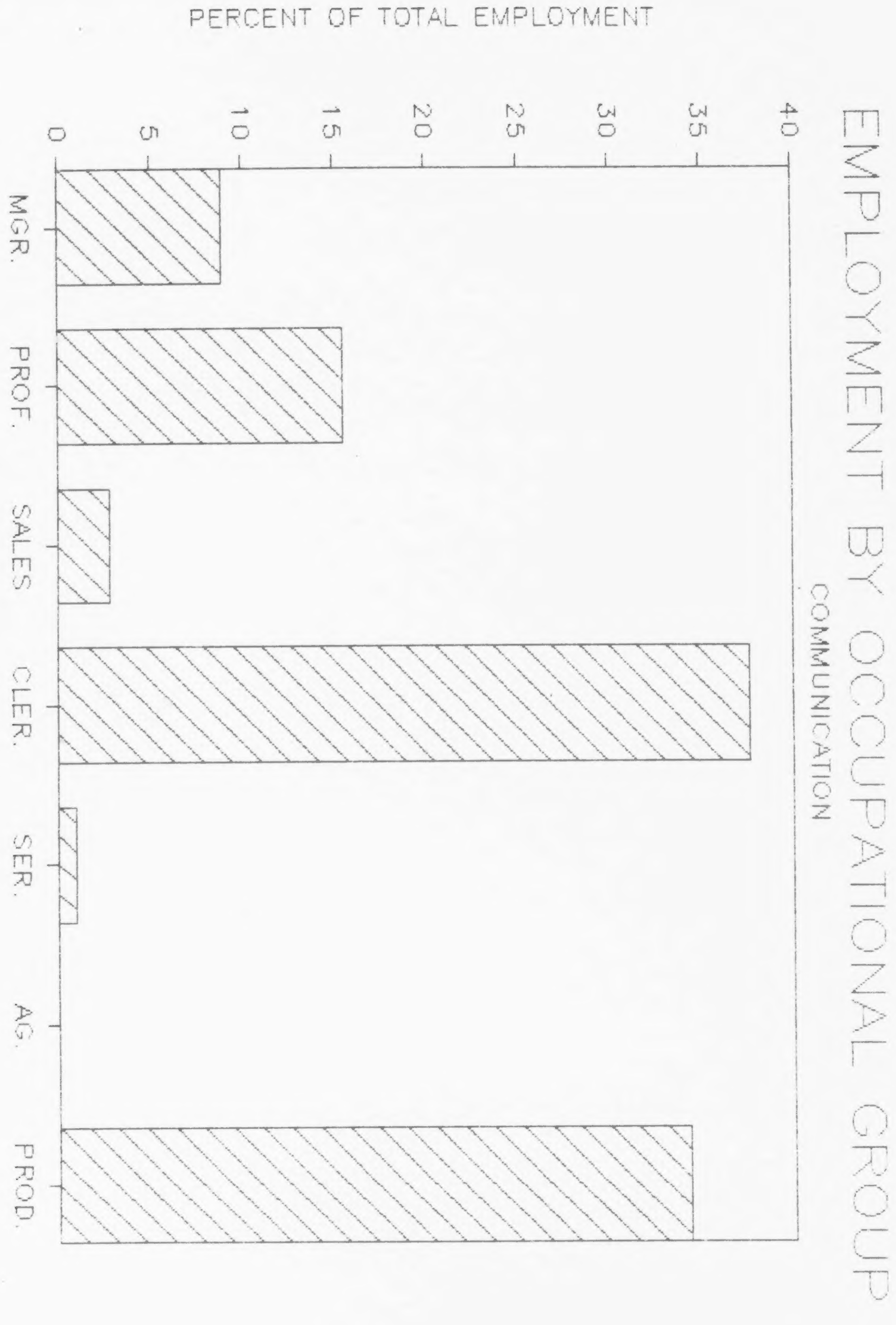
OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Sales Agents, Selected Business Services	43017	62	1.4	33	82	42	19.4
Sales Agents, Advertising	43023	24	0.5	9	26	22	9.7
Cashiers	49023	17	0.4	35	23	11	12.9
All Other Sales and Related Workers	49999	20	0.5	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,668	37.6				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	404	9.1	0	405	403	12.9
Secretaries	55100	86	1.9	9	94	78	38.7
Receptionists and Information Clerks	55305	30	0.7	33	40	20	25.8
Typists	55308	15	0.3	36	20	10	16.1
Customer Service Representatives, Utilities	55335	223	5.0	5	135	211	35.5
Bookkeeping, Accounting, and Auditing Clerks	55338	145	3.3	12	162	128	38.7
Billing, Cost and Rate Clerks	55344	11	0.3	45	16	6	9.7
General Office Clerks	55347	352	7.9	4	366	338	29.0
All Other Office Machine Operators	56099	12	0.3	NA	-	-	NA
Dispatchers, Except Fire, Police, and Ambulance	58005	27	0.6	13	30	24	19.4
All Other Material Recording, Scheduling, and Distributing Workers	58099	122	2.8	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	241	5.4	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	42	0.9				
Cleaning and Building Service Occupations, Except Private Households	67000	38	0.8	13	43	33	16.1
All Other Service Workers	69999	4	0.1	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	1,520	34.3				

STAFFING PATTERNS
COMMUNICATION
(SIC 48)

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	182	4.1	4	189	175	48.4
All Other Inspectors, Testers and Related Occupations	83099	42	0.9	NA	-	-	NA
Central Office and PBX Installers and Repairers	85502	257	5.8	1	260	254	12.9
All Other Communications Equipment Mechanics, Installers, and Repairers	85599	27	0.6	NA	-	-	NA
Telephone and Cable TV Line Installers and Repairers	85702	309	7.0	11	343	275	48.4
Station Installers and Repairers, Telephone	85726	283	6.4	10	311	255	16.1
All Other Electrical and Electronic Equipment Mechanics, Installers, and Repairers	85799	387	8.7	NA	-	-	NA
All Other Mechanics, Installers, and Repairers	85999	27	0.6	NA	-	-	NA
All Other Construction Trades Workers	87899	4	0.1	NA	-	-	NA
All Other Helpers, Laborers, and Material Movers, Hand	98999	2	0.1	NA	-	-	NA

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK
(SIC 48)

RANK	OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMP.	PERCENT OF TOTAL
1	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	404	9.1
2	General Office Clerks	55347	352	7.9
3	Telephone and Cable TV Line Installers and Repairers	85702	309	7.0
4	Station Installers and Repairers, Telephone	85726	283	6.4
5	Central Office and PBX Installers and Repairers	85502	257	5.8
6	Customer Service Representatives, Utilities	55335	223	5.0
7	First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	182	4.1
8	Announcers, Radio and Television	34017	181	4.1
9	Bookkeeping, Accounting and Auditing Clerks	55338	145	3.3
10	Marketing, Advertising, and Public Relations Managers	13011	109	2.5


EMPLOYMENT BY OCCUPATIONAL GROUP
COMMUNICATION
PERCENT OF TOTAL EMPLOYMENT
0
5
10
15
20
25
30
35
40
MGR.
PROF.
SALES
CLER.
SER.
AG.
PROD.

STAFFING PATTERNS
ELECTRIC,GAS, AND SANITARY SERVICES
(SIC 49)

OCCUPATIONAL TITLE	OES CODE	APR. 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
TOTAL ALL OCCUPATIONS		3,473	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	270	7.8				
Financial Managers	13002	19	0.5	10	21	17	18.5
Marketing, Advertising, and Public Relations Managers	13011	13	0.4	5	14	12	22.2
Engineering, Mathematical, and Natural Sciences Managers	13017	62	1.8	8	67	57	29.6
Communications, Transportation, and Utilities Operations Managers	15023	90	2.6	1	91	89	44.4
General Managers and Top Executives	19005	49	1.4	12	55	43	25.9
All Other Managers and Administrators	19999	37	1.1	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	600	17.3				
Accountants and Auditors	21114	54	1.6	6	57	51	37.0
All Other Financial Specialists	21199	14	0.4	NA	-	-	NA
All Other Management Support Workers	21999	108	3.1	NA	-	-	NA
Civil Engineers, Including Traffic	22121	29	0.8	7	31	27	18.5
Electrical and Electronic Engineers	22126	75	2.2	12	84	66	11.1
All Other Engineers	22199	43	1.2	NA	-	-	NA
Civil Engineering Technicians and Technologists	22502	18	0.5	27	23	13	11.1
Drafters	22514	18	0.5	0	18	18	11.1
All Other Engineering and Related Technicians and Technologists	22599	64	1.9	NA	-	-	NA
Computer Programmers	25105	39	1.1	4	40	38	18.5
All Other Professional, Paraprofessional and Technical Workers	39999	138	4.0	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	33	0.9				
Sales Agents, Selected Business Services	43017	14	0.4	14	16	12	14.8

STAFFING PATTERNS
ELECTRIC, GAS, AND SANITARY SERVICES
(SIC 49)

OCCUPATIONAL TITLE	OES CODE	APR. 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Cashiers	49023	19	0.5	19	23	15	29.6
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	902	26.0				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	63	1.8	9	69	57	18.5
Bill and Account Collectors	53508	17	0.5	6	18	16	37.0
Secretaries	55100	49	1.4	11	54	44	51.9
Customer Service Representatives, Utilities	55335	163	4.7	8	177	149	33.3
Bookkeeping, Accounting, and Auditing Clerks	55338	41	1.2	13	46	36	59.3
Billing, Cost and Rate Clerks	55344	12	0.3	18	14	10	14.8
General Office Clerks	55347	203	5.9	3	209	197	48.1
Billing, Posting, and Calculating Machine Operators	56002	10	0.3	6	11	9	14.8
Computer Operators	56011	20	0.6	4	21	19	18.5
Data Entry Keyers	56017	18	0.5	9	20	16	18.5
All Other Office Machine Operators	56099	2	0.1	NA	-	-	NA
Switchboard Operators	57102	12	0.3	11	13	11	18.5
Dispatchers, Except Police, Fire and Ambulance	58005	12	0.3	25	15	9	25.9
Meter Readers, Utilities	58014	142	4.1	7	152	132	51.9
Stock Clerks-Stockroom, Warehouse Or Storage Yard	58023	13	0.4	9	14	12	25.9
All Other Material Recording, Scheduling, and Distributing Workers	58099	62	1.8	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	63	1.8	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	36	1.0				
Cleaning and Building Service Occupations, Except Private Households	67000	10	0.3	14	11	9	11.1
All Other Service Workers	69999	26	0.7	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	1,632	47.0				

STAFFING PATTERNS
ELECTRIC, GAS, AND SANITARY SERVICES
(SIC 49)

OCCUPATIONAL TITLE	OES CODE	APR. 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	132	3.8	5	138	126	59.3
First Line Supervisors and Manager/Supervisors-Construction Trades and Extractive Workers	81005	32	0.9	14	36	28	29.6
All Other First Line Supervisors, and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	49	1.4	NA	-	-	NA
All Other Inspectors, Testers and Related Occupations	83099	15	0.4	NA	-	-	NA
Machinery Maintenance Mechanics, Water Or Power Generation Plant	85118	169	4.9	11	188	150	18.5
Maintenance Repairers, General Utility	85132	26	0.7	10	29	23	18.5
Automotive Mechanics	85302	34	1.0	7	36	32	14.8
Electrical Powerline Installers and Repairers	85723	348	10.0	6	368	328	25.9
All Other Electrical and Electronic Equipment Mechanics, Installers and Repairers	85799	140	4.0	NA	-	-	NA
Electric Meter Installers and Repairers	85911	62	1.8	8	67	57	22.2
Gas Appliance Repairers	85944	59	1.7	4	62	56	22.2
All Other Mechanics, Installers and Repairers	85999	81	2.3	NA	-	-	NA
All Other Construction Trades Workers	87899	30	0.9	NA	-	-	NA
All Other Machine Operators and Tenders	92998	5	0.1	NA	-	-	NA
Welders and Cutters	93914	20	0.6	2	20	20	14.8
Water and Liquid Waste Treatment Plant and System Operators	95002	14	0.4	12	16	12	11.1
Auxiliary Equipment Operators, Power	95023	37	1.1	11	41	33	11.1
All Other Plant and System Operators	95099	148	4.3	NA	-	-	NA
Truck Drivers, Heavy Or Tractor Trailer	97102	28	0.8	26	35	21	22.2
All Other Transportation and Related Workers	97899	8	0.2	NA	-	-	NA

STAFFING PATTERNS
ELECTRIC,GAS, AND SANITARY SERVICES
(SIC 49)

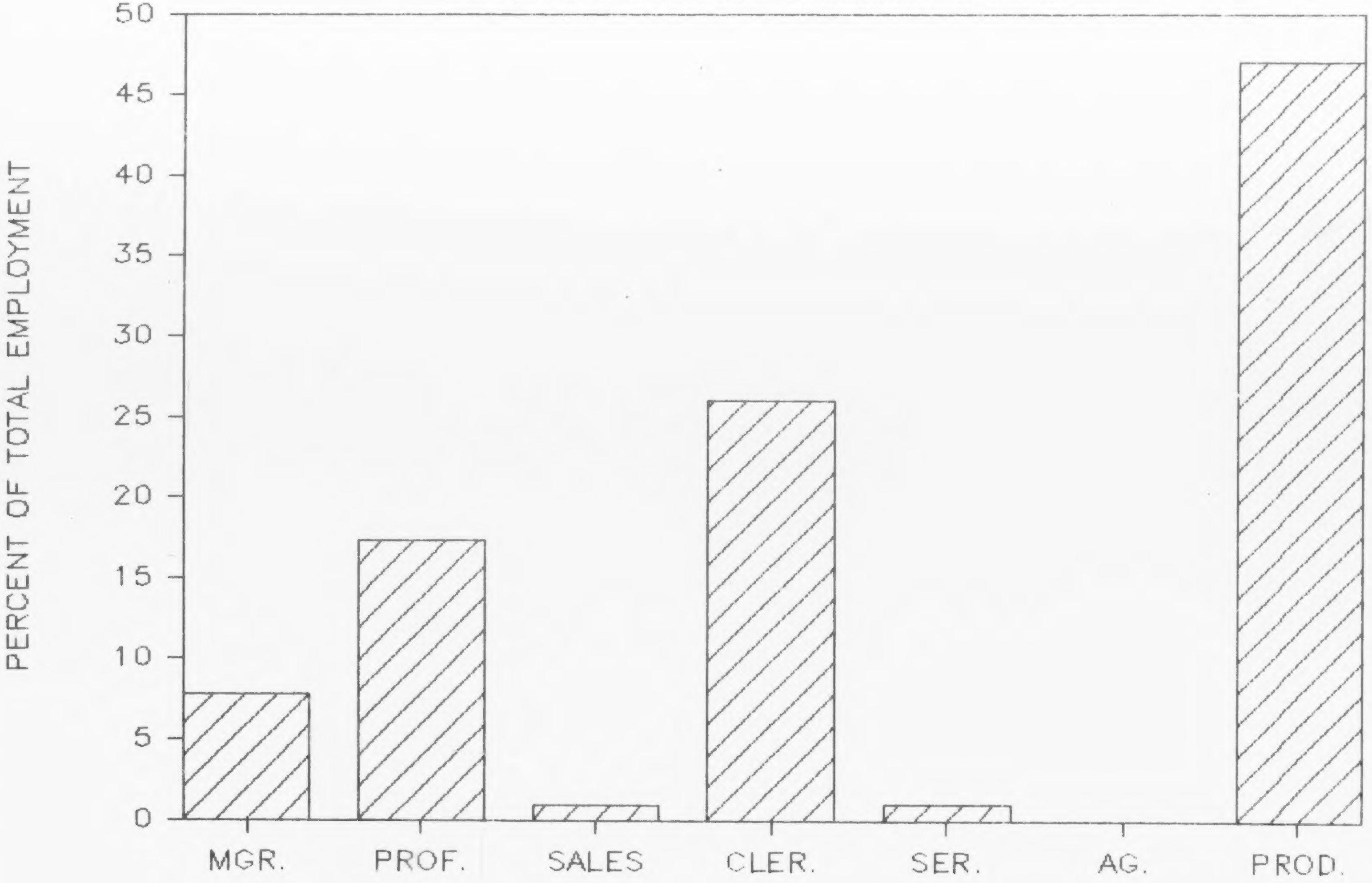
OCCUPATIONAL TITLE	OES CODE	APR. 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Material Moving Equipment Operators	97999	44	1.3	NA	-	-	NA
Helpers-Electricians and Powerline Transmission Installers	98313	31	0.9	41	44	18	18.5
All Other Helpers, Laborers, and Material Movers-Hand	98999	120	3.5	NA	-	-	NA

THE ELEVEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK (SIC 49)

RANK	OCCUPATIONAL TITLE	OES CODE	APR. 1985 EST. EMP.	PERCENT OF TOTAL
1	Electrical Powerline Installers and Repairers	85723	348	10.0
2	General Office Clerks	55347	203	5.9
3	Machinery Maintenance Mechanics, Water Or Power Generation Plant	85118	169	4.9
4	Customer Service Representatives, Utilities	55335	163	4.7
5	Meter Readers, Utilities	58014	142	4.1
6	First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	132	3.8
7	Communications, Transportation, and Utilities Operations Managers	15023	90	2.6
8	Electrical and Electronic Engineers	22126	75	2.2
9	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	63	1.8
10	Electric Meter Installers and Repairers	85911	62	1.8
	Engineering, Mathematical, and Natural Sciences Managers	13017	62	1.8

EMPLOYMENT BY OCCUPATIONAL GROUP

ELECTRIC, GAS AND SANITARY SERVICES



METHODOLOGY

A. Sample and Survey Response

The second quarter of the 1984 report of employment and wages covered by the New Hampshire Unemployment Compensation Law was used as the sampling frame for this survey. The Transportation and Public Utilities Establishments were stratified by three digit SIC's (Standard Industrial Classification) and by size class. Any unit with two hundred fifty or more employees was automatically included in the sample.

The actual reported survey period varied by industry and was either the week including April 12, May 12, or June 12, 1985 as designated by the U.S. Bureau of Labor Statistics. The survey was conducted by mail and consisted of an initial mailing and three followups. Phone calls were made when needed to insure the validity of the estimates.

B. Estimating Procedure

All usable employer questionnaires were separated into seven employment size groups by industry. For example, establishments with employment of 4 - 9 would be in one size class and those with employment of 10 - 19 would be in another size class, etc. One class size in one industry represents an estimating cell. All establishments in a given estimating cell were assigned a sample weight which is the inverse of the sampling ratio. For example, if the reported employment in a specific occupation for an establishment is 100, and only one out of two establishments in this estimating cell is included in the sample, the weight assigned to this establishment would be the inverse of 1/2 which is two, and for estimating purposes, the 100 employment would have a representtion of 200 (2 X 100). The employment for any specific occupation in each establishment is blown-up (inflated) by its sample weight and summed for all sampled establishments in the cell. A ratio is then obtained by dividing this sum by the weighted total employment. This ratio is multiplied by the benchmark employment for that estimating cell corresponding to the survey month of April, May or June 1985 depending on the industry being estimated. This yields the occupational make-up of the estimating cell for the month. Finally, the employment in like occupations are summed across all employment size classes within the three-digit SIC (Standard Industrial Classification) level to arrive at a total industry employment for each occupation.

C. Variance

Variance is defined as the difference between an expected universe count of an occupation and the actual sample count obtained in a survey. It is computed for each occupation at the estimating cell level. An estimating cell is composed of all establishments in one size class in one industry. The variance for an occupational estimate is the squared and weighted sample observations times a series of correction factors. The sum of the squared and weighted sample observations is derived from summation formulas dealing with weights assigned to establishments, total employment reported by establishments, and employment reported by establishments for specific occupations. The series of correction factors[1] are derived from summation formulas dealing with benchmark employment less employment for volunteer reports, total employment reported by establishments, and the square of estimating cell benchmark factors (which are calculated by dividing the cell's benchmark employment by weighted total employment for the cell.

D. Sampling Error

Sampling error is defined as the difference between the estimated data derived from a sample and the data which would be expected if the entire universe of employers were surveyed. It is calculated by taking the square root of the variance of the estimates. In this publication, sampling error is measured on a 68 percent degree of confidence level or one standard deviation. For example, if an estimate of 100 has an associated sampling error of 10 the probability is 68 percent, or two chances out of three, that the true population value would be somewhere between 90 and 110.

E. Relative Error

Relative error expresses the sampling error as a percentage of the estimate. It is derived by dividing the sampling error (or square root of the variance) by the estimate and then multiplying by 100. For example, to illustrate the use of relative error, Communications (SIC 48), lists an estimated total of 352 general office clerks with a relative error of 4 percent. This indicates, at the 68 percent confidence level, the probability is two chances out of three that the results of a universe count of general office clerks would not differ from the estimate by more than 14 or an estimated high of 366 or low of 338. Any specific occupation with ten or more employees and relative error 50 percent or less was published separately in this report except in industry 41 where a relatively poor survey response restricted the relative error to the 35 percent level. Relative error was computed only for specific occupations and not for residual categories or occupational groupings.

F. Nonsampling Error

The results of this survey are subject to biases and other nonsampling errors. Although careful editing and screening steps were taken, such errors could arise from faulty questionnaire design, ineffective processing techniques, inaccuracy of data furnished, or the inability to collect data as defined. Non-respondents are a source of nonsampling error for which corrective measures are not available. The possibility of these errors was recognized from the beginning and every effort was made for their elimination.

1. OES STATE OPERATIONS MANUAL U.S. DEPT OF LABOR BUREAU OF LABOR STATISTICS JULY 1986 8-50.

APPENDIX

The OES coding structure provides for the allocation of occupations reported into seven major categories. Specifically these occupational categories are as follows:

10000-19999 I. Managerial and Administrative Occupations

Includes top and middle level managers, administrators, and executives. Primary duties are policy making, planing, staffing, directing or controlling the activities of industrial, commercial, governmental or other establishments. Typical examples are: Corporate Officers; Plant Managers; Branch Managers; District Managers; Production Superintendents; General Superintendents; and Managers of such departments as budget, purchasing, sales and distribution, advertising, public relations, personnel and training, etc.

20000-39999 II. Professional, Paraprofessional and Technical Occupations

Includes persons concerned with the theoretical or practical aspects of such fields as science, art, education, law and business relations where substantial post-secondary educational preparation or equivalent on-the-job training or experience is required. Typical examples are: Architects; Engineers; Metallurgists; Physicists; Mathematicians; Statisticians; Biologists; Economists; Accountants and Auditors; Purchasing Agents; Public Relations Practitioners; Personnel and Training Specialists (other than departmental managers); Lawyers; Physicians and Surgeons; Registered Nurses; Editors and Writers; Teachers; Air Traffic Controllers; Computer Programmers; Drafters; and Chemical Technicians (except Health).

40000-49999 III. Sales and Related Occupations

Includes persons selling goods or services and others directly related to sales. Typical examples are: Sales Agents and Placers; Insurance; Sales Engineers; Cashiers; and Salespersons, Retail.

50000-59999 IV. Clerical and Administrative Support Occupations

Includes persons performing office and plant clerical tasks such as typing, filing, computer operating, records keeping (personnel, stock, production, billing, etc); and mail preparation and distributing.

60000-69999 V. Service Occupations

Includes workers in occupations relating to protective service, food service, health assisting service, cleaning and building service and personal service.

70000-79999 VI. Agricultural, Forestry, Fishing and Related Occupations

Includes workers concerned with agricultural production, forestry, and fishing. Also included in this division are agriculture related workers such as animal caretakers and groundskeepers.

80000-98999 VII. Production, Construction, Operating, Maintenance and Material Handling Occupations

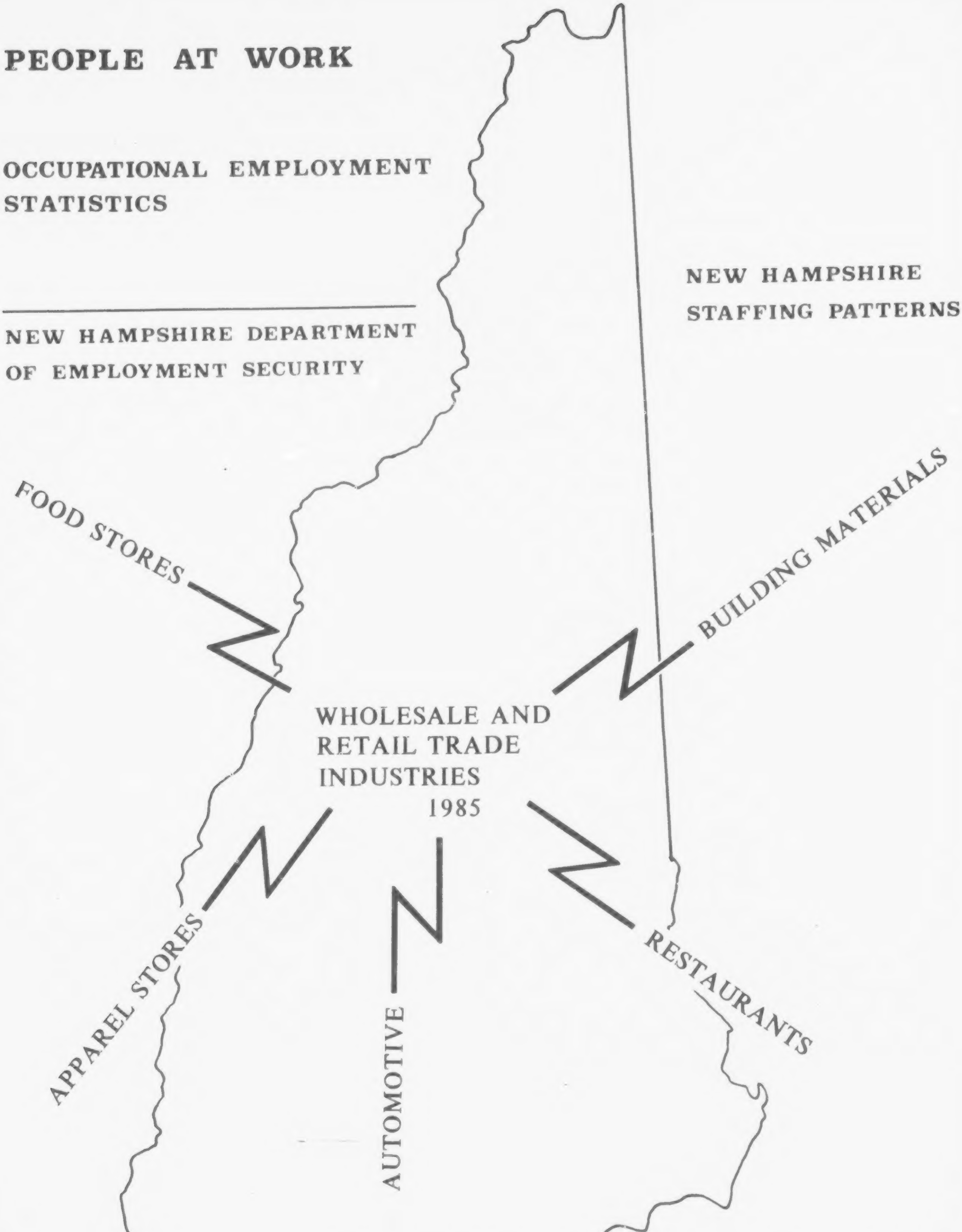
Includes all skilled, semiskilled and unskilled workers performing machine and manual tasks involving production, construction, operating, maintenance, repair and material handling operations.

PEOPLE AT WORK

OCCUPATIONAL EMPLOYMENT STATISTICS

NEW HAMPSHIRE DEPARTMENT
OF EMPLOYMENT SECURITY

NEW HAMPSHIRE STAFFING PATTERNS



WHOLESALE AND RETAIL TRADE INDUSTRIES

1985

FOOD STORES
BUILDING MATERIALS
APPAREL STORES
AUTOMOTIVE
RESTAURANTS

NEW HAMPSHIRE STAFFING PATTERNS

IN

WHOLESALE AND RETAIL TRADE

1985

An Occupational Employment Statistics Survey

Conducted By The

Economic Analysis and Reports Section

NEW HAMPSHIRE DEPARTMENT OF EMPLOYMENT SECURITY

In Cooperation With The

U. S. BUREAU OF LABOR STATISTICS

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PREFACE

Our sincere appreciation is extended to those employers who participated in this survey. Without their support, this publication would not have been possible.

We also would like to express our thanks to the United States Department of Labor, both at the regional level in Boston, MA and the national level in Washington, D. C. for their help in the Federal-State Cooperative effort.

This report was prepared by the New Hampshire Occupational Employment Statistics (OES) Program staff William Halm, with programming and data processing support provided by Richard Ricard, and typing by Madaline S. Moulton.

Your comments and suggestions as well as requests for more information are most welcome. We may be reached at the following address:

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INTRODUCTION

The United States Department of Labor initiated the OES program in mid 1971 to meet the increasing demand for current occupational data. The program consists of three distinct segments: The survey; the industry-occupational matrix and the industry employment projections. This publication only presents the survey phase of the program.

The OES survey is a periodic mail survey of a sample of establishments selected from the ES-202. The survey is conducted over a three year cycle. Manufacturing and Hospitals are surveyed in the first year; one half the nonmanufacturing industries in the second year; and the remainder of nonmanufacturing industries in the third year. Data are collected from employing establishments primarily by mail with telephone followups and personal visits when an establishment's response is critical to the survey. The OES survey is based on a random sample, stratified by industry and size, and designed to represent the total or "universe" of establishments covered in the survey. These data are then used to estimate total nonfarm wage and salary employment by occupation and industry for the state and selected substate areas.

The industry-occupational matrix is a chart, or array which is divided into columns and rows. The columns represent divisions of industry, such as manufacturing, finance, insurance and real estate (FIRE), wholesale trade and services. The rows represent large occupational groupings, including professional, paraprofessional and technical workers, clerical workers and sales workers. Each column and row is subdivided to provide a more detailed matrix of industries and occupations. For example, in the banking industry, tellers are listed in the clerical group, and computer programmers are listed in the professional, paraprofessional and technical group. Also the banking industry is part of the finance, insurance and real estate division.

The industry employment projections by occupation are based on knowing the staffing pattern or occupational makeup of the industry (as determined by the OES survey) and the industry employment for the target year. The industry employment is projected to the target year using a statistical technique called "regression analysis." The projected occupational employment is obtained by applying the adjusted staffing pattern ratios.

Between April 1985 and June 1986, the New Hampshire Department of Employment Security conducted an occupational employment survey of the Wholesale and Retail Trade industries by means of a questionnaire. This report was compiled from usable returns from the original mailing plus three follow-ups.

As used in this report, Standard Industrial Classification (SIC) defines industries according to composition and structure and spans the entire field of economic activities. Industrially classified statistics are used not only to show how industries have performed over past years but to indicate emerging and rapidly growing industries.

No comparison between 1985 occupational estimates and the data from previous OES surveys was possible due to changes in the occupational coding system.

The goal of the OES program is to direct training programs to meet both current and long-range personnel needs. To that end, it is an invaluable tool enabling

employers, educational planners, manpower analysts, economists and other users to intelligently deal with inequities in the supply and demand of workers in specific occupations on the local, state or national level. Some industries could not be published since they did not meet the publishing criteria.
(SEE APPENDIX)

SUMMARY

OCCUPATIONAL EMPLOYMENT IN WHOLESALE AND RETAIL TRADE INDUSTRIES
(SIC 50-59)

During the occupational survey month of June 1985 there were 114,170 wage and salary workers employed in the wholesale and retail trade industries in New Hampshire. Compared to a similar survey in 1982, employment in Wholesale and Retail Trade grew by 23,641 workers or 26 percent. Wholesale trade accounted for only about 15 percent of the growth or 3,462 workers while Retail Trade added 20,179 workers. The growth rates for Wholesale and Retail Trade were 21.5 and 27 percent respectively. This compares with 1982 growth rates of 7 and 4 percent for these industries.

Table I shows the total employment in Wholesale and Retail Trade as broken out into major occupational categories. More than 6 out of every 10 workers are found in either sales or service occupational groups. Some of the significant occupations in these groups are Salespersons, Retail; Cashiers; Waiters and Waitresses; and Stock Clerks, Sales Floor. Production workers was the next largest group with over 13 percent. Within this group, automotive mechanics, truck drivers, light and heavy, service station attendants and freight, stock and material movers, hand, accounted for 48 percent of the workers.

Our sample consisted of 1,971 units representing an employment of 53,119. Usable responses were received from 1,485 units or 75 percent of the units sampled. The reported employment was 39,864 or 75 percent of the employment in the sample.

TABLE I

STAFFING PATTERNS - TRADE INDUSTRIES

BY MAJOR OCCUPATION GROUP

SIC CODE	INDUSTRY CODE	SECOND QTR. 1985 ESTIMATED EMPLOYMENT	PERCENT MANAGERIAL 10000-19999	PROFESSIONAL AND TECHNICAL 20000-39999	SALES 40000-49999	CLERICAL 50000-59999	SERVICE 60000-69999	AGRICULTURAL 70000-79999	PRODUCTION 80000-89999
50-59	TOTAL TRADE INDUSTRIES	114,170	8.3	2.8	36.2	12.1	27.3	0.1	13.2
50	WHOLESALE TRADE (Durable Goods)	12,440	11.1	6.5	27.5	26.8	0.6	*	27.5
501	Motor Vehicles & Automotive Parts & Supplies	2,226	9.5	3.1	32.7	24.4	1.1	*	29.2
503	Lumber & Other Construction Materials	1,180	9.4	2.6	20.3	27.0	0.5	*	40.2
506	Electrical Goods	1,604	10.3	8.5	39.5	27.9	0.3	*	13.5
507	Hardware & Plumbing & Heating	1,243	10.0	2.9	20.3	37.0	0.4	*	29.4
508	Machinery, Equipment, and Supplies	4,756	11.3	9.5	28.6	23.5	0.5	*	26.5
51	WHOLESALE TRADE (Nondurable Goods)	7,099	9.0	3.4	32.8	22.7	2.8	0.2	29.1
514	Groceries & Related Products	2,706	7.0	2.8	28.0	20.3	4.9	*	37.0
519	Miscellaneous Nondurable Goods	1,209	10.6	4.5	30.4	33.0	0.3	1.2	20.0
52	RETAIL TRADE (Building Materials, Hardware, Garden Supplies, & Mobile Home Dealers)	4,523	13.3	3.9	40.4	16.3	0.8	0.5	24.7
521	Lumber & Other Building Material Dealers	2,135	11.2	3.0	34.7	18.2	0.8	*	32.1
525	Hardware Stores	1,285	14.2	5.7	57.7	13.5	0.5	*	8.3
53	RETAIL TRADE (General Merchandise Stores)	9,689	5.2	2.4	64.6	14.9	9.9	*	2.9
531	Department Stores	8,474	4.7	1.5	65.3	14.6	10.6	*	3.3
54	RETAIL TRADE (Food Stores)	19,004	6.7	0.7	64.4	8.2	16.6	0.2	3.2
541	Grocery Stores	17,062	6.4	0.7	66.1	8.5	15.4	*	2.9
55	RETAIL TRADE (Automotive Dealers and Gasoline Service Stations)	10,179	7.9	0.7	26.0	15.1	1.2	*	49.1
551	Motor Vechicle Dealers (New and Used)	5,326	8.0	0.5	29.4	17.6	1.3	*	43.2
553	Automotive & Home Supply Stores	960	15.0	2.5	17.3	17.2	2.1	*	45.9
554	Gasoline Service Stations	2,726	4.1	0.5	24.8	8.6	0.6	*	61.4

TABLE I

STAFFING PATTERNS - TRADE INDUSTRIES

BY MAJOR OCCUPATION GROUP

			PERCENT						
SIC CODE	INDUSTRY CODE	SECOND QTR. 1985 ESTIMATED EMPLOYMENT	MANAGERIAL 10000-19999	PROFESSIONAL AND TECHNICAL 20000-39999	SALES 40000-49999	CLERICAL 50000-59999	SERVICE 60000-69999	AGRICULTURAL 70000-79999	PRODUCTION 80000-89999
56	RETAIL TRADE (Apparel and Accessary Stores)	4,825	11.2	1.7	76.1	8.8	0.5	*	1.6
562	Women's Ready-To-Wear Stores	1,373	9.5	1.1	80.5	6.3	0.7	*	1.9
565	Family Clothing Stores	1,345	8.8	3.4	75.4	10.3	0.6	*	1.5
566	Shoe Stores	1,095	13.1	0.9	75.3	10.0	0.7	*	*
57	RETAIL TRADE (Furniture, Home Furnishings, and Equipment Stores)	3,797	15.8	3.7	43.4	16.6	1.2	*	19.3
571	Furniture, Home Furnishings, and Equipment Stores, Except-Appliances	1,977	15.1	4.2	39.4	17.7	1.5	*	22.1
573	Radio, TV & Music Stores	1,304	18.6	2.7	54.3	13.0	1.1	*	10.3
58	RETAIL TRADE (Eating and Drinking Places)	30,484	6.1	0.7	5.4	1.8	85.6	*	0.4
581	Eating & Drinking Places	30,484	6.1	0.7	5.4	1.8	85.6	*	0.4
59	RETAIL TRADE (Miscellaneous)	12,130	10.8	9.1	46.1	16.1	3.9	0.3	13.7
591	Drug Stores and Proprietary Stores	2,348	8.2	19.8	57.0	5.8	8.3	*	0.9
594	Miscellaneous Shopping Goods Stores	4,158	12.3	3.9	70.1	8.0	1.1	*	4.5
596	Nonstore Retailers	2,017	9.7	6.9	15.2	41.4	8.3	0.2	18.2
598	Fuel and Ice Dealers	1,613	10.1	0.9	9.1	23.3	0.9	*	55.7
599	Retail Stores, Not Elsewhere Classified	1,725	11.7	18.4	46.1	12.2	2.4	2.3	6.9

* Less Than 0.05 Percent

WHOLESALE AND RETAIL TRADE
(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY PERIODS (JUNE 1982 - JUNE 1985) BY INDUSTRY

SIC CODE	INDUSTRY DESCRIPTION	JUNE 1982 ESTIMATED EMPLOYMENT 1/	JUNE 1985 ESTIMATED EMPLOYMENT	NUMERICAL CHANGE	PERCENT CHANGE
50-59	WHOLESALE AND RETAIL	90,529	114,170	23,641	26.1
50,51	WHOLESALE TRADE	16,077	19,539	3,462	21.5
50	DURABLE GOODS	9,530	12,440	2,910	30.5
501	Motor Vehicles and Automotive Parts and Supplies	1,919	2,226	307	16.0
502	Furniture and Home Furnishings	132	226	94	71.2
503	Lumber and Other Construction Materials	771	1,180	409	53.0
504	Sporting, Recreational, Photographic and Hobby Goods, Toys and Supplies	186	309	123	66.1
506	Electrical Goods	959	1,604	645	67.3
507	Hardware and Plumbing and Heating Equipment and Supplies	1,007	1,243	236	23.4
508	Machinery, Equipment and Supplies	3,821	4,756	935	24.5
509	Miscellaneous Durable Goods	735	896	161	21.9
51	NONDURABLE GOODS	6,547	7,099	552	8.4
511	Paper and Paper Products	524	758	234	44.7
512	Drugs, Drug Proprietaries and Druggists'Sundries	242	283	41	16.9
513	Apparel, Piece Goods and Notions	237	312	75	31.6
514	Groceries and Related Products	2,557	2,706	149	5.8
516	Chemicals and Allied Products	491	481	-10	-2.0
517	Petroleum and Petroleum Products	617	472	-145	-23.5
518	Beer, Wine and Distilled Alcoholic Beverages	675	806	131	19.4
519	Miscellaneous Nondurable Goods	1,204	1,281	77	6.4
52-59	RETAIL TRADE	74,452	94,631	20,179	27.1

WHOLESALE AND RETAIL TRADE
(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY PERIODS (JUNE 1982 - JUNE 1985) BY INDUSTRY

SIC CODE	INDUSTRY DESCRIPTION	JUNE 1982 ESTIMATED EMPLOYMENT 1/	JUNE 1985 ESTIMATED EMPLOYMENT	NUMERICAL CHANGE	PERCENT CHANGE
52	BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY AND MOBILE HOME DEALERS	3,634	4,523	889	24.5
521	Lumber and Other Building Material Dealers	1,735	2,135	400	23.1
523	Paint, Glass and Wallpaper Stores	407	559	152	37.3
525	Hardware Stores	978	1,285	307	31.4
526	Retail Nurseries and Garden Supply Stores	380	403	23	6.1
527	Mobile Home Dealers	134	141	7	5.2
53	GENERAL MERCHANDISE STORES	7,741	9,689	1,948	25.2
531	Department Stores	7,108	8,474	1,366	19.2
533	Variety Stores	322	401	79	24.5
539	Miscellaneous General Merchandise Stores	311	814	503	161.7
54	FOOD STORES	15,326	19,004	3,678	24.0
541	Grocery Stores	13,619	17,062	3,443	25.3
542	Meat and Fish (seafood) Markets, Including Freezer Provisioners	282	325	43	15.2
543	Fruit Stores and Vegetable Markets	196	208	12	6.1
544	Candy, Nut and Confectionary Stores	112	171	59	52.7
546	Retail Bakeries	641	707	66	10.3
549	Miscellaneous Food Stores	476	531	55	11.6
55	AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS	8,234	10,179	1,945	23.6
551	Motor Vehicle Dealers (New and Used)	3,973	5,326	1,353	34.1
552	Motor Vehicle Dealers (Used Only)	216	281	65	30.1
553	Auto and Home Supply Stores	803	960	157	19.6
554	Gasoline Service Stations	2,564	2,726	162	6.3
555	Boat Dealers	281	386	105	37.4

WHOLESALE AND RETAIL TRADE
(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY PERIODS (JUNE 1982 - JUNE 1985) BY INDUSTRY

SIC CODE	INDUSTRY DESCRIPTION	JUNE 1982 ESTIMATED EMPLOYMENT 1/	JUNE 1985 ESTIMATED EMPLOYMENT	NUMERICAL CHANGE	PERCENT CHANGE
556	Recreational and Utility Trailer Dealers	118	209	91	77.1
557	Motorcycle Dealers	183	248	65	35.5
559	Automotive Dealers, Not Elsewhere Classified	96	43	-53	-55.2
56	APPAREL AND ACCESSORY STORES	4,000	4,825	825	20.6
561	Men's and Boys' Clothing and Furnishing Stores	429	364	-65	-15.2
562	Women's Ready-to-Wear Stores	1,095	1,373	278	25.4
563	Women's Accessory and Specialty Stores	140	117	-23	-16.4
564	Children's and Infants' Wear Stores	167	179	12	7.2
565	Family Clothing Stores	1,160	1,345	185	15.9
566	Shoe Stores	863	1,095	232	26.9
569	Miscellaneous Apparel and Accessory Stores	146	352	206	141.1
57	FURNITURE, HOME FURNISHINGS, EQUIPMENT STORES	2,563	3,797	1,234	48.1
571	Furniture, Home Furnishings and Equipment Stores, Except Appliances	1,327	1,977	650	49.0
572	Household Appliance Stores	493	516	23	4.7
573	Radio, Television and Music Stores	743	1,304	561	75.5
58	EATING AND DRINKING PLACES	22,968	30,484	7,516	32.7
581	Eating and Drinking Places	22,968	30,484	7,516	32.7
59	MISCELLANEOUS RETAIL	9,986	12,130	2,144	17.7
591	Drug Stores and Proprietary Stores	1,792	2,348	556	31.0
593	Used Merchandise Stores	143	252	109	76.2

WHOLESALE AND RETAIL TRADE
(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY PERIODS (JUNE 1982 - JUNE 1985) BY INDUSTRY

SIC CODE	INDUSTRY DESCRIPTION	JUNE 1982 ESTIMATED EMPLOYMENT 1/	JUNE 1985 ESTIMATED EMPLOYMENT	NUMERICAL CHANGE	PERCENT CHANGE
594	Miscellaneous Shopping Goods Stores	3,142	4,158	1,016	32.3
596	Nonstore Retailers	2,049	2,017	-32	-1.6
598	Fuel and Ice Dealers	1,560	1,613	53	3.4
599	Retail Stores, Not Elsewhere Classified	1,300	1,742	442	34.0

WHOLESALE AND RETAIL TRADE
(SIC 50-59)
THE FIFTEEN SPECIFIC OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS

RANK	OES CODE	OCCUPATIONAL TITLE	EMPLOYMENT	PERCENT OF TOTAL
1	49011	Salespersons, Retail	13,967	12.2
2	49023	Cashiers	10,895	9.5
3	65008	Waiters and Waitresses	10,307	9.0
4	49021	Stock Clerks, Sales Floor	8,906	7.8
5	19005	General Managers and Top Executives	6,320	5.5
6	65041	Combined Food Preparation and Service Workers	3,074	2.7
7	55338	Bookkeeping, Accounting and Auditing Clerks	2,783	2.4
8	65038	Food Preparation Workers	2,457	2.1
9	49008	Sales Representatives, Except Scientific & Related Products	2,345	2.0
10	55347	General Office Clerks	2,228	2.0
11	65026	Cooks, Restaurant	2,137	1.9
12	65017	Counter Attendants-Lunchroom, Coffee Shop, or Cafeteria	2,119	1.9
13	65032	Cooks, Specialty Fast Food	2,033	1.8
14	41002	First Line Supervisors and Manager/ Supervisors-Sales and Related Occupations	1,960	1.7
15	85302	Automotive Mechanics	1,911	1.7

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
TOTAL ALL OCCUPATIONS		114,170	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	9,519	8.3				
Financial Managers	13002	202	0.2	13	228	176	3.9
Personnel, Training, and Labor Relations Managers	13005	54	*	16	25	7	1.3
Purchasing Managers	13008	1,000	0.9	8	1,082	918	15.1
Marketing, Advertising, and Public Relations Managers	13011	347	0.3	15	400	294	3.6
Administrative Services Managers	13014	25	*	20	30	20	0.5
Communications, Transportation and Utilities Operations Managers	15023	69	0.1	15	79	59	1.2
Food Service and Lodging Managers	15026	1,285	1.1	30	1,669	901	2.5
General Managers and Top Executives	19005	6,320	5.5	3	6,508	6,132	63.6
All Other Managers and Administrators	19999	217	0.2	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	3,204	2.8				
Accountants and Auditors	21114	580	0.5	11	641	519	9.8
All Other Financial Specialists	21199	5	*	NA	-	-	NA
Wholesale and Retail Buyers, Except Farm Products	21302	799	0.7	8	866	732	10.2
Purchasing Agents and Buyers, Farm Products	21305	74	0.1	34	99	49	0.7
Personnel, Training, and Labor Relations Specialists	21511	21	*	11	23	19	0.4
All Other Management Support Workers	21999	53	*	NA	-	-	NA

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
All Other Engineers	22199	123	0.1	NA	-	-	NA
Electrical and Electronic Engineering Technicians and Technologists	22505	110	0.1	26	139	81	1.3
Drafters	22514	30	*	32	40	20	0.5
All Other Engineering and Related Technicians and Technologists	22599	70	0.1	NA	-	-	NA
Systems Analysts, Electronic Data Processing	25102	38	*	11	41	35	0.4
Computer Programmers	25105	198	0.2	18	233	163	2.6
Computer Programmer Aides	25108	10	*	3	10	10	0.3
Pharmacists	32517	448	0.4	7	481	415	2.9
All Other Health Professionals, Paraprofessionals and Technicians	32999	61	0.1	NA	-	-	NA
Photographers	34023	31	*	36	42	20	0.3
Artists and Related Workers	34035	27	*	16	31	23	0.4
Designers	34038	230	0.2	16	266	194	1.7
Interior Designers	34041	99	0.1	21	119	79	1.1
Merchandise Displayers and Window Trimmers	34044	77	0.1	31	101	53	0.8
All Other Professionals, Paraprofessionals and Technical Workers	39999	120	0.1	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	41,287	36.2				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	1,960	1.7	5	2,053	1,867	17.9
Sales Representatives, Scientific and Related Products and Services-Except Retail	49005	980	0.9	13	1,110	850	4.4
Sales Representatives, Except Scientific and Related Products or Services and Retail	49008	2,345	2.0	6	2,496	2,194	13.4
Salespersons, Retail	49011	13,967	12.2	3	14,440	13,494	43.8
Salespersons, Parts	49014	1,158	1.0	7	1,242	1,074	8.7

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Counter and Rental Clerks	49017	290	0.3	20	347	233	1.6
Stock Clerks, Sales Floor	49021	8,906	7.8	5	9,349	8,463	18.7
Cashiers	49023	10,895	9.5	6	11,534	10,256	20.0
News and Street Vendors, Telephone Solicitors, Door-To-Door Sales Workers, and Other Related Workers	49026	61	0.1	23	75	47	0.2
All Other Sales and Related Workers	49999	725	0.6	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	13,774	12.1				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	1,357	1.2	7	1,455	1,259	18.0
Credit Authorizers	53114	20	*	15	23	17	0.3
Adjustment Clerks	53123	213	0.2	25	267	159	0.9
Bill and Account Collectors	53508	43	*	13	49	37	1.0
Secretaries	55100	1,182	1.0	6	1,254	1,110	18.0
Receptionists and Information Clerks	55305	184	0.2	11	205	163	5.1
Typists	55308	99	0.1	16	115	83	1.8
Typists, Word Word Processor	55311	12	*	28	15	9	0.4
Personnel Clerks	55314	13	*	27	16	10	0.4
Correspondence Clerks	55317	36	*	25	45	27	0.4
File Clerks	55321	31	*	11	34	28	0.7
Order Clerks	55323	597	0.5	8	643	551	6.2
Bookkeeping, Accounting, and Auditing Clerks	55338	2,783	2.4	4	2,896	2,670	37.1
Payroll and Timekeeping Clerks	55341	24	*	20	29	19	0.9
Billing, Cost and Rate Clerks	55344	449	0.4	8	487	411	7.7
General Office Clerks	55347	2,228	2.0	5	2,349	2,107	23.3
Billing, Posting, and Calculating Machine Operators	56002	150	0.2	10	165	135	2.9
Computer Operators	56011	116	0.1	11	128	104	2.7
Data Entry Keyers, Except Composing	56017	207	0.2	8	224	190	3.7

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
All Other Office Machine Operators	56099	4	*	NA	-	-	NA
Switchboard Operators	57102	109	0.1	15	125	93	2.6
Mail Clerks, Except Mail Machine Operators and Postal Service	57302	25	*	14	28	22	0.3
Dispatchers, Except Police, Fire and Ambulance	58005	50	*	21	61	39	1.0
Marking Clerks	58021	162	0.2	19	192	132	1.2
Stock Clerks-Stock-Room, Warehouse or Storage Yard	58023	1,791	1.6	10	1,962	1,620	11.3
Order Fillers, Wholesale and Retail Trade Sales	58026	652	0.6	9	708	596	5.1
Traffic, Shipping and Receiving Clerks	58028	1,144	1.0	5	1,202	1,086	14.7
All Other Material Recording, Scheduling, and Distributing Workers	58099	13	*	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	80	0.1	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	31,181	27.3				
First Line Supervisors and Manager/Supervisors-Service	61000	574	0.5	19	682	466	1.8
Detectives and Investigators, Except Public	63035	116	1.0	20	139	93	0.9
Hosts and Hostesses-Restaurants, Lounge Or Coffee Shop	65002	1,107	0.1	20	1,297	917	2.3
Bartenders	65005	1,405	1.2	15	1,614	1,196	2.6
Waiters and Waitresses	65008	10,307	9.0	8	11,089	9,525	4.3
Dining Room and Cafeteria Attendants, and Bartender Helpers	65014	916	0.8	35	1,234	598	1.2
Counter Attendants-Lunchroom, Coffee Shop, or Cafeteria	65017	2,119	1.9	30	2,754	1,484	1.4
Bakers, Bread and Pastry	65021	493	0.4	16	571	415	2.6

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Butchers and Meat Cutters	65023	826	0.7	12	927	725	3.9
Cooks, Restaurant	65026	2,137	1.9	12	2,400	1,874	3.1
Cooks, Specialty Fast Food	65032	2,033	1.8	26	2,557	1,509	1.1
Cooks, Short Order	65035	484	0.4	31	632	336	1.2
Food Preparation Workers	65038	2,457	2.1	18	2,903	2,011	3.7
Combined Food Preparation Service Workers	65041	3,074	2.7	24	3,801	2,347	2.4
All Other Food Service Workers	65099	1,482	1.3	NA	-	-	NA
Pharmacy Assistants	66026	191	0.2	31	250	132	1.3
Maids and Housekeeping Cleaners	67002	92	0.1	48	137	47	0.3
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	1,240	1.1	14	1,410	1,070	10.5
All Other Cleaning and Building Service Workers, Except Private Households	67099	7	*	NA	-	-	NA
All Other Service Workers	69999	121	0.1	NA	-	-	NA
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	114	0.1				
Gardeners and Groundskeepers, Except Farm	79014	40	*	50	60	20	0.4
All Other Agricultural, Forestry, Fishing and Related Workers	79999	74	0.1	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	15,091	13.2				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	701	0.6	6	745	657	8.8
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	42	*	NA	-	-	NA

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Production Inspectors, Testers Graders, Sorters, Samplers, and Weighers	83005	33	*	43	47	19	0.2
All Other Inspectors, Testers and Related Occupations	83099	5	*	NA	-	-	NA
Maintenance Repairers, General Utility	85132	649	0.6	11	722	576	6.4
Automotive Mechanics	85302	1,911	1.7	5	2,006	1,816	9.3
Automotive Body and Related Repairers	85305	299	0.3	17	349	249	1.3
Motorcycle Repairers	85308	74	0.1	13	83	65	0.4
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	329	0.3	14	374	284	2.9
Mobile Heavy Equipment Mechanics, Except Engines	85314	198	0.2	13	224	172	0.9
Farm Equipment Mechanics	85321	90	0.1	32	118	62	0.6
Small Engine Specialists	85328	265	0.2	17	309	221	1.4
Data Processing Equipment Repairers	85705	92	0.1	11	102	82	0.3
Electronic Home Entertainment Equipment Repairers	85708	111	0.1	35	150	72	0.7
Electric Home Appliance and Power Tool Repairers	85711	86	0.1	15	99	73	0.8
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	417	0.4	9	420	414	3.2
Watchmakers	85917	10	*	45	15	5	0.2
Office Machine and Cash Register Servicers	85926	189	0.2	20	227	151	0.9
Installers and Repairers-Manufactured Buildings, Mobile Homes, and Travel Trailers	85938	77	0.1	23	95	59	0.6
Gas Appliance Repairers	85944	60	*	27	76	44	0.7
Coin and Vending Machine Servicers and Repairers	85947	76	0.1	21	92	60	0.7
Bicycle Repairers	85951	61	0.1	34	82	40	0.6

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Tire Repairers and Changers	85953	190	0.2	27	242	138	1.2
All Other Mechanics, Installers, and Repairers	85999	305	0.3	NA	-	-	NA
Carpenters	87102	78	0.1	20	94	62	0.7
Carpet Installers	87602	76	0.1	18	89	63	0.9
Floor Layers, Except Carpet, Wood and Hard Tiles	87605	13	*	36	18	8	0.3
Glaziers	87811	91	0.1	35	123	59	0.4
All Other Construction Trades Workers	87899	80	0.1	NA	-	-	NA
Machinists	89108	118	0.1	20	142	94	1.3
Jewelers and Silversmiths	89123	35	*	33	46	24	0.4
Wood Machinists	89308	31	*	18	37	25	0.4
Cabinetmakers and Bench Carpenters	89311	29	*	36	40	18	0.2
Custom Tailors and Sewers	89505	76	0.1	25	95	57	0.8
All Other Precision Workers	89999	29	*	NA	-	-	NA
Sewing Machine Operators, Non-Garment	92721	28	*	35	38	18	0.4
Packaging and Filling Machine Operators and Tenders	92974	44	*	23	54	34	0.2
All Other Machine Setters and Set-Up Operators	92997	40	*	NA	-	-	NA
All Other Machine Operators and Tenders	92998	128	0.1	NA	-	-	NA
Welders and Cutters	93914	58	*	17	68	48	1.1
Assemblers and Fabricators-Except Machine, Electrical, Electronic, and Precision	93956	119	0.1	17	139	99	0.6
All Other Hand Workers	93999	196	0.2	NA	-	-	NA
Truck Drivers, Heavy Or Tractor Trailer	97102	1,408	1.2	7	1,502	1,314	10.6
Truck Drivers, Light-Include Delivery and Route Workers	97105	1,791	1.6	6	1,896	1,686	17.9
Driver/Sales Workers	97117	507	0.4	15	583	431	1.9
Service Station Attendants	97805	1,294	1.1	8	1,393	1,195	7.5

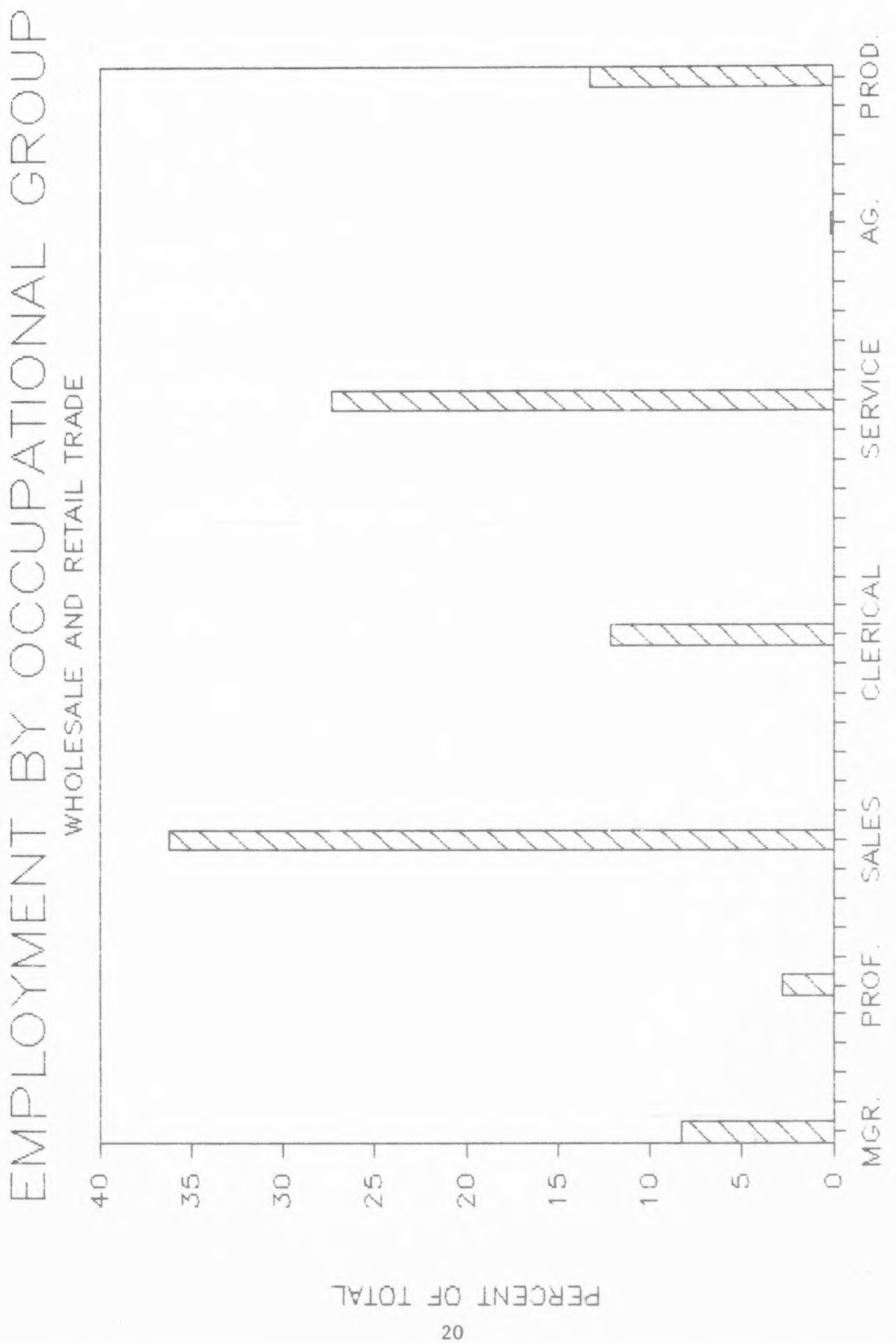
STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

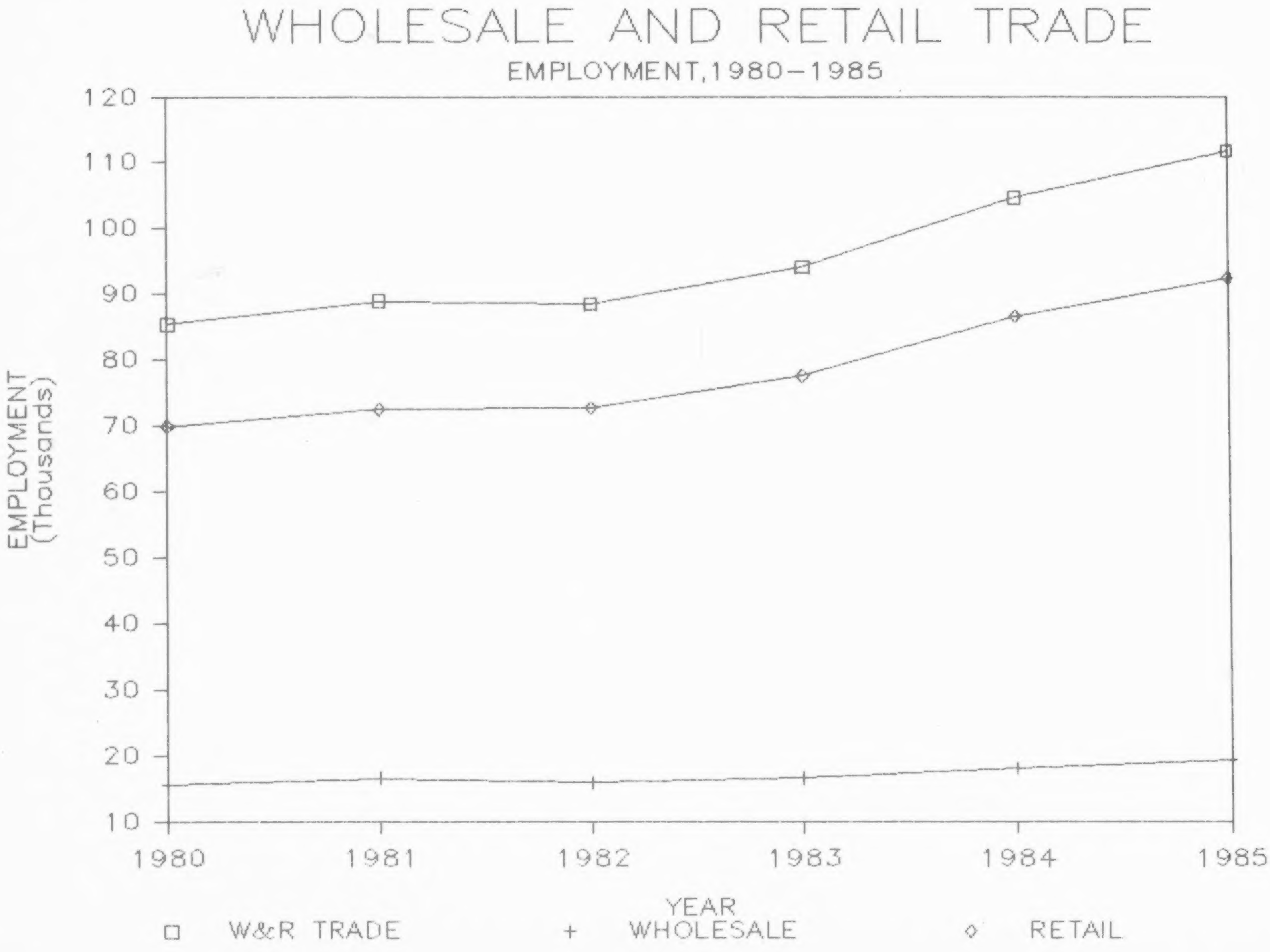
OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Transportation Workers	97899	76	0.1	NA	-	-	NA
Industrial Truck and Tractor Operators	97947	263	0.2	8	285	241	2.6
All Other Material Moving Equipment Operators	97999	31	*	NA	-	-	NA
Mechanic and Repairer Helpers	98102	275	0.2	18	324	226	2.1
Freight, Stock, and Material Movers, Hand	98700	825	0.7	12	921	729	6.1
Hand Packers and Packagers	98902	555	0.5	15	639	471	1.8
Vehicle Washers and Equipment Cleaners	98905	362	0.3	14	414	310	2.3
All Other Helpers, Laborers and Material Movers, Hand	98999	165	0.1	NA	-	-	NA

* Less Than 0.05 Percent

THE ELEVEN MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
(SIC 50-59)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	63.6
2	49011	Salespersons, Retail	43.8
3	55338	Bookkeeping, Accounting, and Auditing Clerks	37.1
4	55347	General Office Clerks	23.3
5	49023	Cashiers	20.0
6	49021	Stock Clerks, Sales Floor	18.7
7	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	18.0
7	55100	Secretaries	18.0
9	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	17.9
9	97105	Truck Drivers, Light-Include Delivery and Route Workers	17.9
11	13008	Purchasing Managers	15.1


EMPLOYMENT BY OCCUPATIONAL GROUP
WHOLESALE AND RETAIL TRADE
PERCENT OF TOTAL
0
5
10
15
20
25
30
35
40
MGR.
PROF.
SALES
CLERICAL
SERVICE
AG.
PROD.


WHOLESALE AND RETAIL TRADE
EMPLOYMENT,1980-1985
EMPLOYMENT (Thousands)
120
110
100
90
80
70
60
50
40
30
20
10
1980
1981
1982
1983
1984
1985
YEAR
□ W&R TRADE
+ WHOLESALE
◇ RETAIL

WHOLESALE TRADE

(SIC 50-51)

This division includes establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

Employment in Wholesale Trade showed a gain of 3,462 workers or 21.5 percent over a similar survey conducted in 1982. Industry 508 (Machinery, Equipment and Supplies), the largest industry within this group added on 935 workers or 24.5 percent while Petroleum and Petroleum Products (SIC 517) lost 145 workers.

Our sample consisted of 693 units representing employment of 13,356. Usable responses were received from 527 units or 76 percent of the units sampled. The reported employment was 10,715 or 80 percent of the employment in the sample.

THE FIFTEEN SPECIFIC OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS
WHOLESALE TRADE
(SIC 50-51)

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
1	49008	Sales Representatives, Except Scientific and Related Products or Services and Retail	2,285	11.7
2	19005	General Managers and Top Executives	1,494	7.7
3	49005	Sales Representatives, Scientific and Related Products and Services-Except Retail	980	5.0
4	97105	Truck Drivers, Light-Include Delivery and Route Workers	963	4.9
5	97102	Truck Drivers, Heavy or Tractor Trailer	861	4.4
6	49011	Salespersons, Retail	737	3.8
7	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	633	3.2
8	55347	General Office Clerks	631	3.2
9	55338	Bookkeeping, Accounting, and Auditing Clerks	613	3.1
10	49014	Salespersons, Parts	597	3.1
11	55100	Secretaries	569	2.9
12	58028	Traffic, Shipping and Receiving Clerks	532	2.7
13	58026	Order Fillers, Wholesale and Retail Trade Sales	530	2.7
14	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	456	2.3
15	98700	Material Movers, Hand	429	2.2

STAFFING PATTERNS
WHOLESALE TRADE
(SIC 50-51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
TOTAL ALL OCCUPATIONS		19,539	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	2,022	10.3				
Financial Managers	13002	91	0.5	22	111	71	6.0
Personnel, Training, and Labor Relations Managers	13005	15	0.1	18	18	12	2.3
Purchasing Managers	13008	282	1.4	10	309	255	20.7
Marketing, Advertising, and Public Relations Managers	13011	45	0.2	20	54	36	3.6
Communications, Transportation and Utilities Operations Managers	15023	27	0.1	16	31	23	2.3
General Managers and Top Executives	19005	1,494	7.7	4	1,558	1,430	67.6
All Other Managers and Administrators	19999	68	0.3	NA	-	-	NA
PROFESSIONAL, PARAPROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	1,045	5.3				
Accountants and Auditors	21114	198	1.0	13	223	173	13.5
All Other Financial Specialists	21199	1	*	NA	-	-	NA
Wholesale and Retail Buyers, Except Farm Products	21302	212	1.1	11	235	189	13.7
Purchasing Agents and Buyers, Farm Products	21305	41	0.2	40	57	25	1.7
All Other Management Support Workers	21999	16	0.1	NA	-	-	NA
All Other Engineers	22199	120	0.6	NA	-	-	NA
Electrical and Electronic Engineering Technicians and Technologists	22505	106	0.5	27	134	78	4.4
Drafters	22514	26	0.1	36	35	17	1.3
All Other Engineering and Related Technicians and Technologists	22599	70	0.4	NA	-	-	NA
Systems Analysts, Electronic Data Processing	25102	28	0.1	8	30	26	0.9
Computer Programmers	25105	166	0.8	21	201	131	7.4

STAFFING PATTERNS
WHOLESALE TRADE
(SIC 50-51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
All Other Health Professionals, Paraprofessionals and Technicians	32999	13	0.1	NA	-	-	NA
Artists and Related Workers	34035	13	0.1	30	17	9	0.6
All Other Professionals, Paraprofessionals and Technical Workers	39999	35	0.2	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	5,751	29.4				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	633	3.2	8	682	584	30.9
Sales Representatives, Scientific and Related Products and Services-Except Retail	49005	980	5.0	13	1,110	850	15.0
Sales Representatives, Except Scientific and Related Products or Services and Retail	49008	2,285	11.7	7	2,435	2,135	44.2
Salespersons, Retail	49011	737	3.8	11	819	655	17.8
Salespersons, Parts	49014	597	3.1	6	635	559	18.6
Stock Clerks, Sales Floor	49021	360	1.8	16	418	302	12.9
Cashiers	49023	104	0.5	37	142	66	3.0
All Other Sales and Related Workers	49999	55	0.3	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	4,948	25.3				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	456	2.3	8	493	419	30.9
Adjustment Clerks	53123	13	0.1	0	13	13	0.8
Secretaries	55100	569	2.9	7	610	528	30.2
Receptionists and Information Clerks	55305	168	0.9	12	188	148	15.4
Typists	55308	91	0.5	17	106	76	5.1
Typists, Word Processor	55311	10	*	34	16	4	1.1
File Clerks	55321	20	0.1	16	24	16	1.5
Order Clerks	55323	343	1.8	10	377	309	15.4
Bookkeeping, Accounting, and Auditing Clerks	55338	613	3.1	6	653	573	34.9

STAFFING PATTERNS
WHOLESALE TRADE
(SIC 50-51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Billing, Cost and Rate Clerks	55344	143	0.7	14	163	123	10.8
General Office Clerks	55347	631	3.2	8	680	582	30.6
Billing, Posting, and Calculating Machine Operators	56002	113	0.6	11	126	100	7.8
Computer Operators	56011	59	0.3	14	67	51	5.7
Data Entry Keyers	56017	139	0.7	11	154	124	9.1
Switchboard Operators	57102	68	0.4	23	84	52	6.3
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	392	2.0	11	434	350	15.0
Order Fillers, Wholesale and Retail Trade Sales	58026	530	2.7	10	584	476	13.5
Traffic, Shipping and Receiving Clerks	58028	532	2.7	8	573	491	25.4
All Other Material Recording, Scheduling and Distributing Workers	58099	14	0.1	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	44	0.2	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	272	1.4				
Butchers and Meat Cutters	65023	113	0.6	44	163	63	0.9
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	153	0.8	21	186	120	8.7
All Other Service Workers	69999	6	*	NA	-	-	NA
AGRICULTURAL, FORESTRY FISHING, AND RELATED OCCUPATIONS	70000-79999	15	0.1	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	5,486	28.1				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	231	1.2	10	255	207	14.0

STAFFING PATTERNS
WHOLESALE TRADE
(SIC 50-51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	28	0.1	NA	-	-	NA
All Other Inspectors, Testers, and Related Occupations	83099	30	0.2	NA	-	-	NA
Maintenance Repairers, General Utility	85132	293	1.5	16	339	247	10.1
Automotive Mechanics	85302	124	0.6	19	147	101	4.0
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	241	1.2	14	274	208	6.6
Mobile Heavy Equipment Mechanics, Except Engines	85314	198	1.0	13	224	172	3.2
Farm Equipment Mechanics	85321	90	0.5	32	118	62	2.1
Data Processing Equipment Repairers	85705	92	0.5	11	102	82	1.1
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	90	0.5	30	117	63	2.1
Office Machine and Cash Register Servicers	85926	169	0.9	22	206	132	2.5
Coin and Vending Machine Servicers and Repairers	85947	18	0.1	40	25	11	0.6
Tire Repairers and Changers	85953	26	0.1	43	37	15	1.3
All Other Mechanics, Installers, and Repairers	85999	188	1.0	NA	-	-	NA
All Other Construction Trades Workers	87899	41	0.2	NA	-	-	NA
Machinists	89108	118	0.6	20	142	94	4.6
All Other Precision Workers	89999	6	*	NA	-	-	NA
Packaging and Filling Machine Operators and Tenders	92974	44	0.2	23	54	34	0.6
All Other Machine Setters and Set-Up Operators	92997	40	0.2	NA	-	-	NA

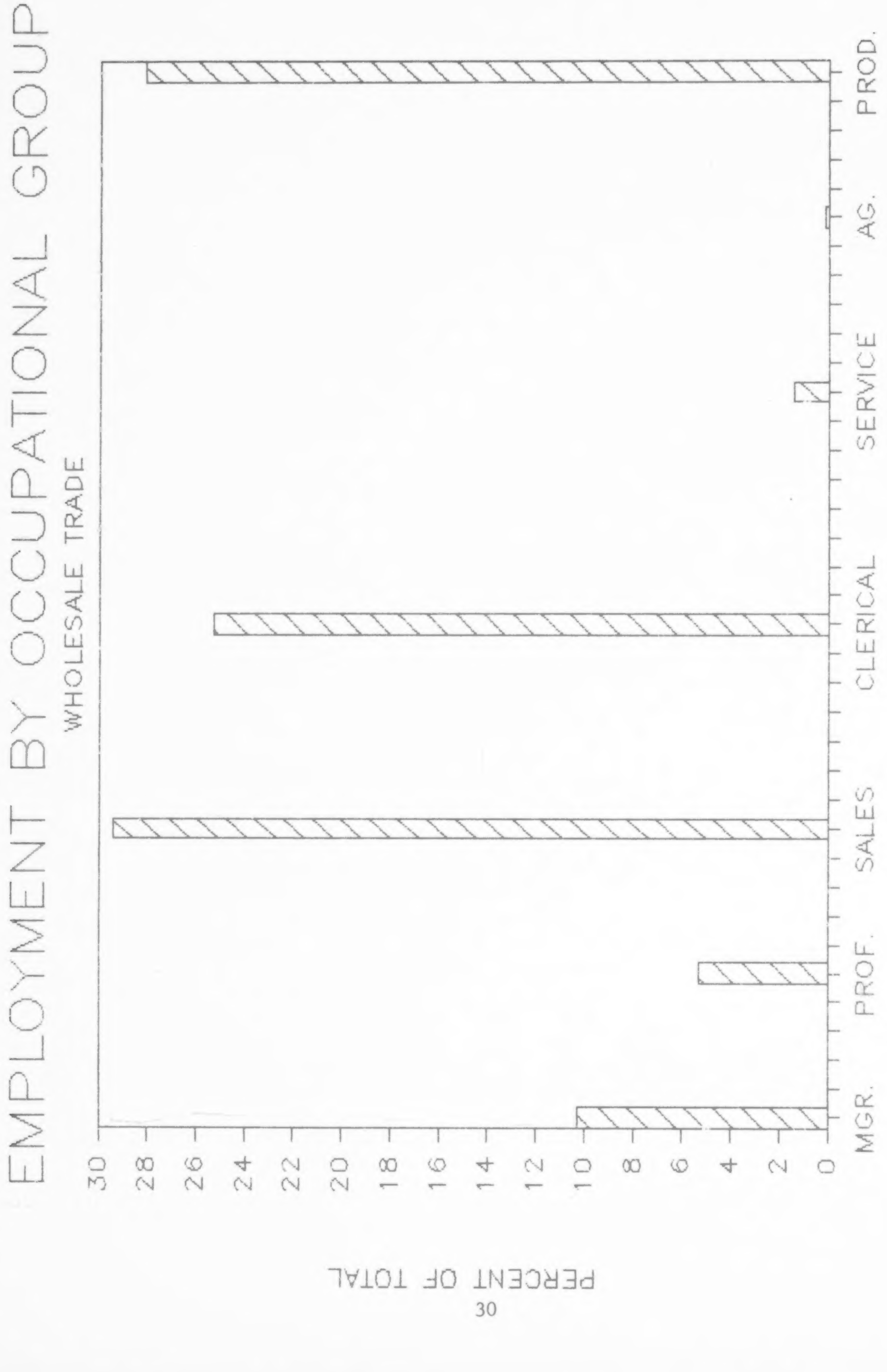
STAFFING PATTERNS
WHOLESALE TRADE
(SIC 50-51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
All Other Machine Operators and Tenders	92998	95	0.5	NA	-	-	NA
Welders and Cutters	93914	58	0.3	17	68	48	3.6
All other Hand Workers	93999	168	0.9	NA	-	-	NA
Truck Drivers, Heavy or Tractor Trailer	97102	861	4.4	8	933	789	19.7
Truck Drivers, Light-Include Delivery and Route Workers	97105	963	4.9	7	1,031	895	29.8
Driver/Sales Workers	97117	255	1.3	26	321	189	1.9
Service Station Attendants	97805	81	0.4	44	117	45	1.5
Industrial Truck and Tractor Operators	97947	209	1.1	9	228	190	6.5
All Other Material Moving Equipment Operators	97999	28	0.1	NA	-	-	NA
Mechanic and Repairer Helpers	98102	27	0.1	0	27	27	0.6
Freight, Stock, and Material Movers, Hand	98700	429	2.2	10	473	385	11.0
Hand Packers and Packagers	98902	125	0.6	26	158	92	3.4
All Other Helpers, Laborers and Material Movers, Hand	98999	120	0.6	NA	-	-	NA

* Less Than 0.05 Percent

THE TEN MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK (SIC 50-51)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	67.6
2	49008	Sales Representatives, Except Scientific and Related Products or Services and Retail	44.2
3	55338	Bookkeeping, Accounting and Auditing Clerks	34.9
4	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	30.9
4	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	30.9
6	55347	General Office Clerks	30.6
7	55100	Secretaries	30.2
8	97105	Truck Drivers, Light-Include Delivery and Route Workers	29.8
9	58028	Traffic, Shipping and Receiving Clerks	25.4
10	13008	Purchasing Managers	20.7


EMPLOYMENT BY OCCUPATIONAL GROUP
WHOLESALE TRADE
PERCENT OF TOTAL
30
28
26
24
22
20
18
16
14
12
10
8
6
4
2
0
MGR.
PROF.
SALES
CLERICAL
SERVICE
AG.
PROD.

OCCUPATIONAL EMPLOYMENT
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

This major group includes establishments primarily engaged in the wholesale distribution of durable goods. Within this group, the largest industry is SIC-508 - Machinery, Equipment and Supplies. Compared to a similar survey in 1982, employment in durable goods grew by 2,910 workers or 30 percent.

Our sample consisted of 461 units representing employment of 8,569. Usable responses were received from 359 units or 78% of the units sampled. The reported employment was 6,832.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49008	Sales Representatives, Except Scientific and Related Products or Services & Retail	1,174
2	19005	General Managers and Top Executives	1,039
3	49005	Sales Representatives, Scientific and Related Products and Services-Except Retail	601
4	49014	Salespersons, Parts	597
5	97105	Truck Drivers, Light-Include Delivery and Route Workers	499
6	55347	General Office Clerks	430
7	55338	Bookkeeping, Accounting, & Auditing Clerks	415
8	55100	Secretaries	393
9	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	387
10	58028	Traffic, Shipping & Receiving Clerks	384

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	71.3
2	49008	Sales Representatives, Except Scientific	43.7
3	55338	Bookkeeping, Accounting and Auditing Clerks	37.6
4	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	35.1
5	55100	Secretaries	33.1

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
TOTAL ALL OCCUPATIONS		12,440	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	1,384	11.1				
Financial Managers	13002	44	0.3	31	58	30	4.2
Purchasing Managers	13008	209	1.7	10	229	189	22.6
Marketing, Advertising, and Public Relations Managers	13011	24	0.2	27	31	17	2.5
Communications, Transportation and Utilities Operations Managers	15023	14	0.1	25	17	11	1.9
General Managers and Top Executives	19005	1,039	8.4	5	1,071	1,007	71.3
All Other Managers and Administrators	19999	54	0.4	NA	-	-	NA
PROFESSIONAL, PARAPROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	806	6.5				
Accountants and Auditors	21114	124	1.0	15	143	105	14.8
Wholesale and Retail Buyers, Except Farm Products	21302	142	1.1	14	161	123	13.6
All Other Management Support Workers	21999	39	0.4	NA	-	-	NA
All Other Engineers	22199	120	1.0	NA	-	-	NA
Electrical and Electronic Engineering Technicians and Technologists	22505	100	0.8	28	128	72	6.1
Drafters	22514	25	0.2	38	34	16	1.7
All Other Engineering and Related Technicians and Technologists	22599	70	0.6	NA	-	-	NA
Systems Analysts, Electronic Data Processing	25102	26	0.2	9	28	24	0.1
Computer Programmers	25105	116	0.9	27	148	84	7.5
All Other Health Professionals, Paraprofessionals and Technicians	32999	13	0.1	NA	-	-	NA
All Other Professionals, Paraprofessionals and Technical Workers	39999	31	0.2	NA	-	-	NA

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
SALES OCCUPATIONS	40000-49999	3,424	27.5				
First Line Supervisors, and Manager/Supervisors-Sales and Related Occupations	41002	387	3.1	9	422	352	30.9
Sales Representatives, Scientific and Related Products and Services-Except Retail	49005	601	4.8	13	679	523	18.1
Sales Representatives, Except Scientific and Related Products or Services and Retail	49008	1,174	9.5	6	1,250	1,098	43.7
Sales Persons, Retail	49011	356	2.9	13	404	308	17.8
Salespersons, Parts	49014	597	4.8	6	635	559	27.3
Stock Clerks, Sales Floor	49021	247	2.0	21	299	195	14.2
Cashiers	49023	22	0.2	42	31	13	1.9
All Other Sales and Related Workers	49999	40	0.2	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	3,335	26.8				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	357	2.9	8	385	329	35.1
Secretaries	55100	393	3.2	8	423	363	33.1
Receptionists and Information Clerks	55305	111	0.9	12	124	98	16.4
Typists	55308	64	0.5	24	79	49	6.7
File Clerks	55321	13	0.1	22	16	10	1.1
Order Clerks	55323	227	1.8	13	256	198	15.9
Bookkeeping, Accounting, and Auditing Clerks	55338	415	3.3	6	442	388	37.6
Billing, Cost and Rate Clerks	55344	95	0.8	14	108	82	12.0
General Office Clerks	55347	430	3.5	8	464	396	31.5
Billing, Posting, and Calculating Machine Operators	56002	85	0.7	14	97	73	8.1
Computer Operators	56011	37	0.3	12	41	33	5.3
Data Entry Keyers, Except Composing	56017	91	0.7	15	104	78	9.2

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Switchboard Operators	57102	53	0.4	29	68	38	6.4
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	309	2.5	12	346	272	17.3
Order Fillers, Wholesale and Retail Trade Sales	58026	235	1.9	18	278	192	12.0
Traffic, Shipping and Receiving Clerks	58028	384	3.1	9	418	350	26.7
All Other Material Recording, Scheduling, and Distributing Workers	58099	8	0.1	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	28	0.2	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	71	0.6				
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	71	0.6	12	80	62	8.6
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	3,420	27.5				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	193	1.6	12	215	171	17.5
All Other First Line Supervisors, and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	23	0.2	NA	-	-	NA
All Other Inspectors, Testers and Related Occupations	83099	28	0.2	NA	-	-	NA
Maintenance Repairers, General Utility	85132	243	2.0	18	288	198	9.5
Automotive Mechanics	85302	115	0.9	20	138	92	4.7
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	217	1.8	15	249	185	6.7

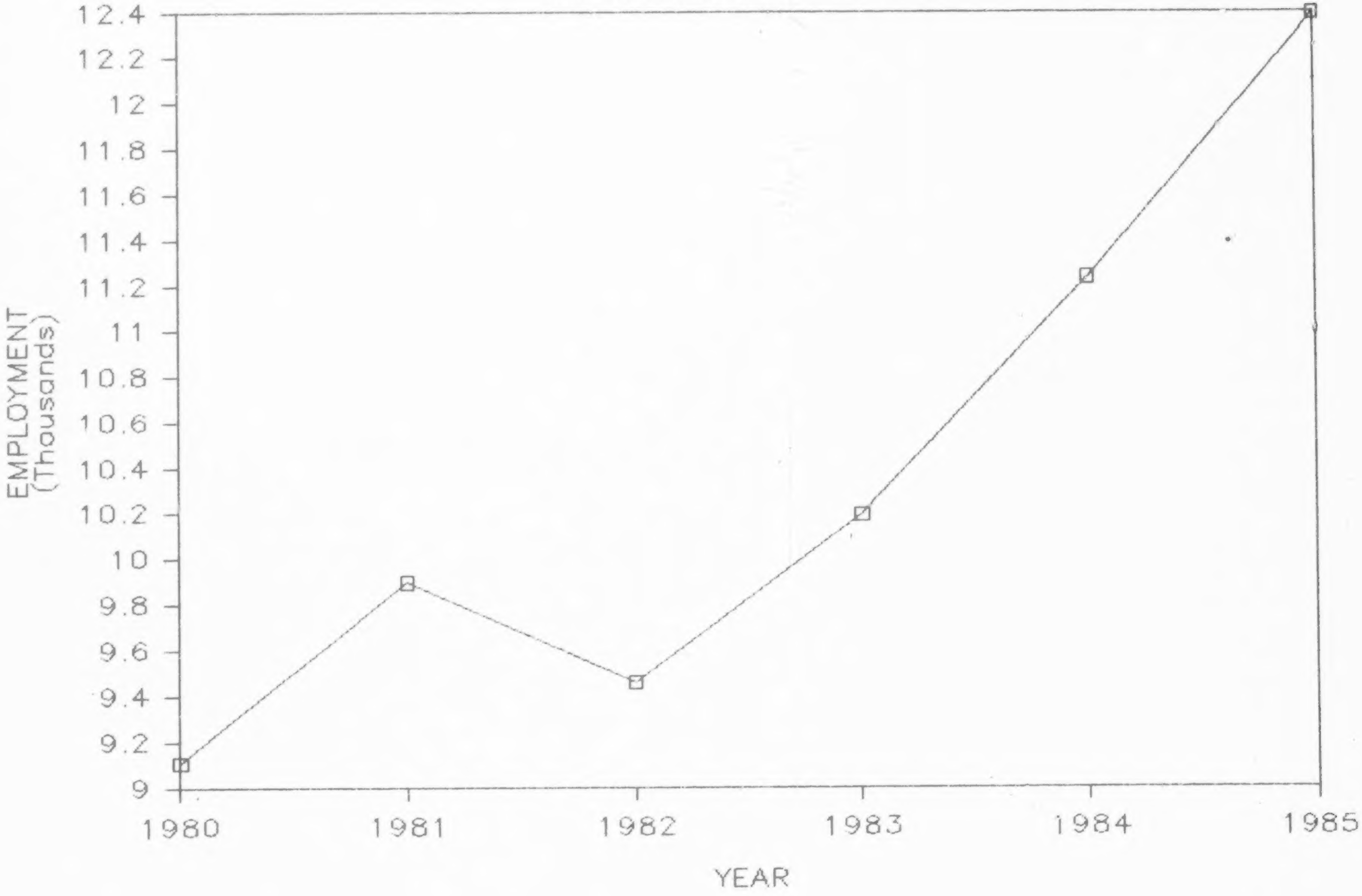
STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Mobile Heavy Equipment Mechanics, Except Engines	85314	198	1.6	13	224	172	4.7
Farm Equipment Mechanics	85321	90	0.7	32	118	62	3.1
Data Processing Equipment Repairers	85705	92	0.7	11	102	82	1.7
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	71	0.6	35	96	46	2.2
Office Machine and Cash Register Servicers	85926	155	1.3	23	190	120	3.3
Tire Repairers and Changers	85953	26	0.2	43	37	15	1.9
All Other Mechanics, Installers and Repairers	85999	186	1.5	NA	-	-	NA
All Other Construction Trades Workers	87899	41	0.3	NA	-	-	NA
Machinists	89108	115	0.9	21	139	91	6.4
All Other Machine Operators and Tenders	92998	95	0.8	NA	-	-	NA
Welders and Cutters	93914	58	0.5	17	68	48	5.3
All Other Hand Workers	93999	82	0.6	NA	-	-	NA
Truck Drivers, Heavy or Tractor Trailer	97102	301	2.4	8	324	278	17.5
Truck Drivers, Light-Include Delivery and Route Workers	97105	499	4.0	7	535	463	31.5
All Other Transportation Workers	97899	3	*	NA	-	-	NA
Industrial Truck and Tractor Operators	97947	158	1.3	10	174	142	7.0
All Other Material Moving Equipment Operators	97999	28	0.2	NA	-	-	NA
Freight, Stock, and Material Movers, Hand	98700	254	2.0	14	290	218	10.9
Hand Packers and Packagers	98902	64	0.5	23	79	49	3.3
All Other Helpers, Laborers and Material Movers, Hand	98999	85	0.7	NA	-	-	NA

* Less Than 0.05 Percent

WHOLESALE TRADE—DURABLE GOODS

EMPLOYMENT, 1980–1985



OCCUPATIONAL EMPLOYMENT
WHOLESALE TRADE INDUSTRIES
NONDURABLE GOODS
(SIC 51)

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods. Within this group the largest industry is SIC-514-Groceries and Related Products. Compared to a similar survey in 1982, employment in nondurable goods grew by 552 workers or 8 percent. Employment gains were reported in all occupational groups except Managers and Administrators, and Production.

Our Sample consisted of 232 units representing employment of 4,787. Usable responses were received from 168 units or 72% of the units sampled. The reported employment was 3,883.

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	49008	Sales Representatives, Except Scientific and Related Products or Services and Retail	1,111
2	97102	Truck Drivers, Heavy or Tractor Trailer	560
3	97105	Truck Drivers, Light-Include Delivery and Route Workers	464
4	19005	General Managers and Top Executives	455
5	49011	Sales Persons-Retail	381
6	49005	Sales Representatives, Scientific and Related Products and Services-Except Retail	379
7	58026	Order Fillers, Wholesale and Retail Trade Sales	295
8	97117	Driver/Sales Workers	255
9	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	246
10	55347	General Office Clerks	201

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	59.5
2	49008	Sales Representatives, Except Scientific and Related Products or Services and Retail	45.2
3	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	31.0
4	55338	Bookkeeping, Accounting and Auditing Clerks	29.2
5	55347	General Office Clerks	28.6

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
NONDURABLE GOODS
(SIC 51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
TOTAL ALL OCCUPATIONS		7,099	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	638	9.0				
Financial Managers	13002	47	0.7	31	62	32	9.5
Purchasing Managers	13008	73	1.0	25	91	55	16.7
Marketing, Advertising, and Public Relations Managers	13011	21	0.3	31	27	15	6.0
Communications, Transportation, and Utilities Operations Managers	15023	13	0.2	18	15	11	3.0
General Managers and Top Executives	19005	455	6.4	8	493	417	59.5
All Other Managers and Administrators	19999	29	0.4	NA	-	-	NA
PROFESSIONAL, PARAPROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	239	3.4				
Accountants and Auditors	21114	74	1.0	23	79	69	10.7
All Other Financial Specialists	21199	1	*	NA	-	-	NA
Wholesale and Retail Buyers, Except Farm Products	21302	70	1.0	17	82	58	13.7
All Other Management Support Workers	21999	18	0.3	NA	-	-	NA
All Other Engineering and Related Technicians and Technologists	22599	7	0.1	NA	-	-	NA
Computer Programmers	25105	50	0.7	30	65	35	7.1
All Other Professionals, Paraprofessionals and Technical Workers	39999	19	0.3	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	2,327	32.8				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	246	3.5	14	281	211	31.0

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
NONDURABLE GOODS
(SIC 51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Sales Representatives, Scientific and Related Products and Services-Except Retail	49005	379	5.3	27	483	275	8.3
Sales Representatives, Except Scientific and Related Products Or Services and Retail	49008	1,111	15.7	12	1,240	982	45.2
Salespersons, Retail	49011	381	5.4	18	448	314	17.9
Stock Clerks, Sales Floor	49021	113	1.6	22	138	88	10.1
Cashiers	49023	82	1.1	45	119	45	5.4
All Other Sales and Related Workers	49999	15	0.2	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,613	22.7				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	99	1.4	24	123	75	22.0
Secretaries	55100	176	2.5	16	204	148	23.8
Receptionists and Information Clerks	55305	57	0.8	28	73	41	13.1
Typists	55308	27	0.4	3	28	26	1.8
Order Clerks	55323	116	1.6	15	134	98	14.3
Bookkeeping, Accounting, and Auditing Clerks	55338	198	2.8	15	227	169	29.2
Billing, Cost and Rate Clerks	55344	48	0.7	31	63	33	8.3
General Office Clerks	55347	201	2.8	18	237	165	28.6
Billing, Posting, and Calculating Machine Operators	56002	28	0.4	15	32	24	7.1
Computer Operators	56011	22	0.3	34	29	15	6.5
Data Entry Keyers, Except Composing	56017	48	0.7	13	54	42	8.9
Switchboard Operators	57102	15	0.2	23	18	12	6.0
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	83	1.2	24	103	63	10.1
Order Fillers, Wholesale and Retail Trade Sales	58026	295	4.2	11	328	262	16.7
Traffic, Shipping, and Receiving Clerks	58028	148	2.0	16	171	125	22.6

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
NONDURABLE GOODS
(SIC 51)

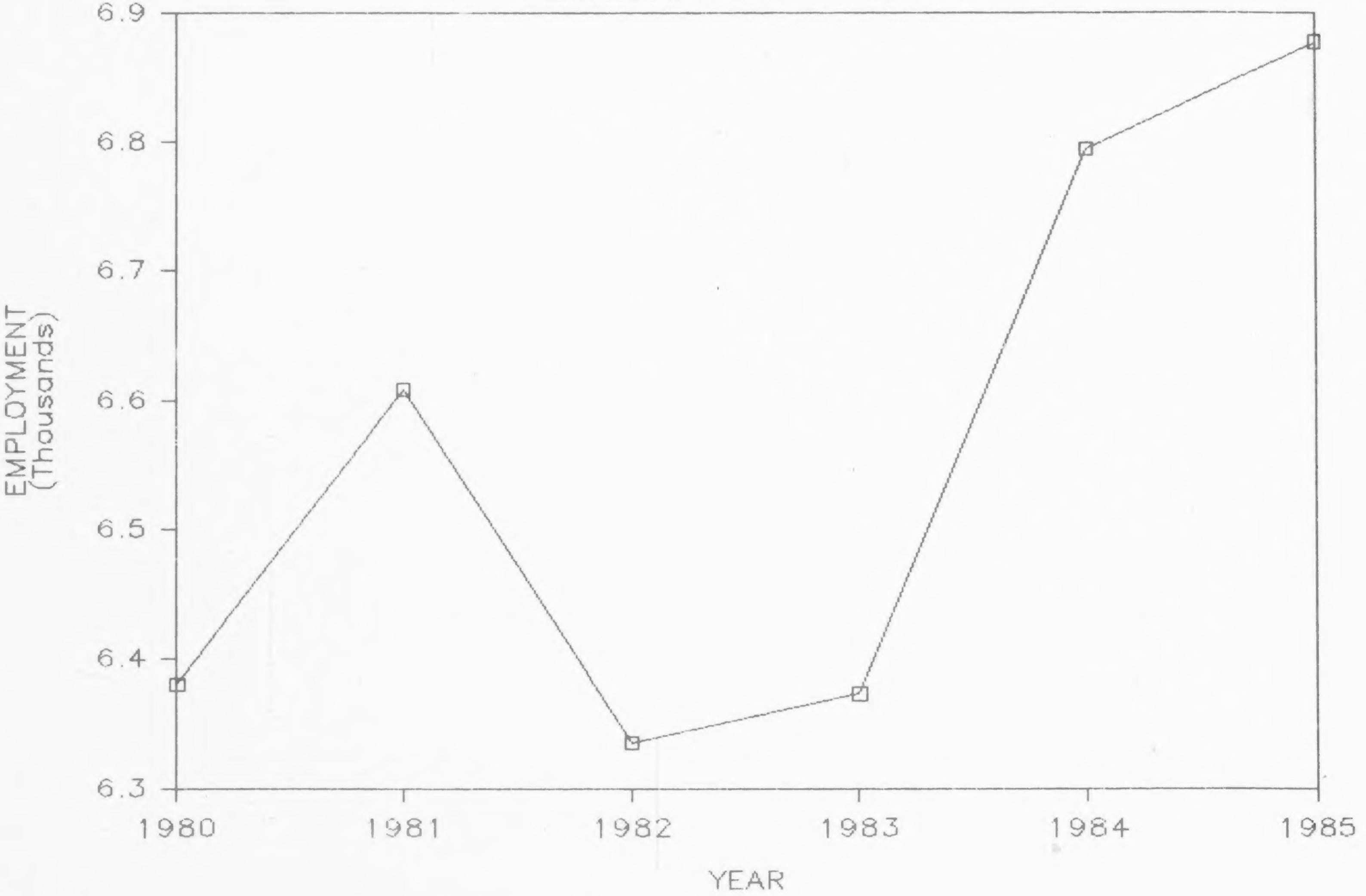
OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
All Other Material Recording, Scheduling, and Distributing Workers	58099	6	0.1	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	46	0.6	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	201	2.8				
Butchers and Meat Cutters	65023	113	1.6	44	163	63	3.0
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	82	1.1	38	114	50	8.9
All Other Service Workers	69999	6	0.1	NA	-	-	NA
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	15	0.2	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	2,066	29.1				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	38	0.5	19	45	31	6.5
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	5	0.1	NA	-	-	NA
All Other Inspectors, Testers, and Related Occupations	83099	2	*	NA	-	-	NA
Maintenance Repairers, General Utility	85132	50	0.7	18	59	41	11.3
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	24	0.3	19	28	20	6.5

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
NONDURABLE GOODS
(SIC 51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Coin and Vending Machine Servicers and Repairers	85947	18	0.2	40	25	11	1.8
All Other Mechanics, Installers, and Repairers	85999	44	0.6	NA	-	-	NA
All Other Precision Workers	89999	9	0.1	NA	-	-	NA
Packaging and Filling Machine Operators and Tenders	92974	44	0.6	23	54	34	1.8
All Other Machine Setters and Set-Up Operators	92997	40	0.7	NA	-	-	NA
All Other Hand Workers	93999	86	1.2	NA	-	-	NA
Truck Drivers, Heavy Or Tractor Trailer	97102	560	7.9	12	629	491	24.4
Truck Drivers, Light- Include Delivery and Route Workers	97105	464	6.5	12	521	407	26.2
Driver/Sales Workers	97117	255	3.6	26	321	189	6.0
Service Station Attendants	97805	78	1.1	46	114	42	3.6
Industrial Truck and Tractor Operators	97947	51	0.7	22	62	40	5.4
Freight, Stock, and Material Movers, Hand	98700	175	2.5	15	201	149	11.3
Hand Packers and Packagers	98902	61	0.9	48	90	32	3.6
All Other Helpers, Laborers and Material Movers, Hand	98999	62	0.9	NA	-	-	NA

WHOLESALE TRADE—NONDURABLE GOODS

EMPLOYMENT,1980–1985



RETAIL TRADE

(SIC 52-59)

This division includes establishments engaged in selling merchandise for personal or household consumption, and rendering services incidental to the sale of goods. In general, retail establishments are classified by kind of business according to the principal line of commodities sold (groceries, hardware, etc.) or the usual trade designation (drug store, cigar store, etc).

Employment in Retail Trade showed a gain of 20,179 workers or 27 percent over a similar survey conducted in 1982. Industry 581 (Eating and Drinking Places), the largest industry within this group added on 7,516 workers or 33 percent while the second largest industry SIC-541 (Grocery Stores) grew by 3,443 workers or 25 percent.

Our sample consisted of 1,278 units representing employment of 39,763. Usable responses were received from 958 units or 75 percent of the units sampled. The reported employment was 29,149 or 73 percent of the employment in the sample.

THE FIFTEEN SPECIFIC OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS
RETAIL TRADE
(SIC 52-59)

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
1	49011	Salespersons, Retail	13,230	14.0
2	49023	Cashiers	10,791	11.4
3	65008	Waiters and Waitresses	10,307	10.9
4	49021	Stock Clerks, Sales Floor	8,546	9.0
5	19005	General Managers and Top Executives	4,826	5.1
6	65041	Combined Food Preparation and Service Workers	3,074	3.2
7	65038	Food Preparation Workers	2,457	2.6
8	55338	Bookkeeping, Accounting, and Auditing Clerks	2,170	2.3
9	65026	Cooks, Restaurant	2,137	2.3
10	65017	Counter Attendants-Lunchroom, Coffee Shop, or Cafeteria	2,119	2.2
11	65032	Cooks, Specialty Fast Food	2,033	2.2
12	85302	Automotive Mechanics	1,787	1.9
13	55347	General Office Clerks	1,597	1.7
14	65005	Bartenders	1,405	1.5
15	58023	Stock Clerks-Stockroom, Warehouse or Storage Yard	1,399	1.5

STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
TOTAL ALL OCCUPATIONS		94,631	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	7,497	7.9				
Financial Managers	13002	111	0.1	14	127	95	3.1
Personnel, Training, and Labor Relations Managers	13005	39	*	21	47	31	0.9
Purchasing Managers	13008	718	0.8	11	795	641	12.8
Marketing, Advertising, and Public Relations Managers	13011	302	0.3	17	355	249	3.5
Administrative Services Managers	13014	22	*	22	27	17	0.6
Communications, Transportation and Utilities Operations Managers	15023	42	*	22	51	33	0.8
Food Service and Lodging Managers	15026	1,285	1.4	30	1,669	901	3.5
General Managers and Top Executives	19005	4,826	5.1	4	5,002	4,650	61.9
All Other Managers and Administrators	19999	152	0.2	NA	-	-	NA
PROFESSIONAL, PARAPROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	2,159	2.3				
Accountants and Auditors	21114	382	0.4	14	437	327	8.3
All Other Financial Specialists	21199	4	*	NA	-	-	NA
Wholesale and Retail Buyers, Except Farm Products	21302	587	0.6	11	650	524	8.8
Personnel, Training, and Labor Relations Specialists	21511	18	*	11	20	16	0.4
All Other Management Support Workers	21999	73	0.1	NA	-	-	NA
All Other Engineers	22199	3	*	NA	-	-	NA
All Other Engineering and Related Technicians and Technologists	22599	8	*	NA	-	-	NA
Systems Analysts, Electronic Data Processing	25102	10	*	36	14	6	0.2
Computer Programmers	25105	32	*	12	36	28	0.6

STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Pharmacists	32517	448	0.5	7	481	415	4.1
All Other Health Professionals, Paraprofessionals and Technicians	32999	48	0.1	NA	-	-	NA
Photographers	34023	30	*	37	41	19	0.4
Artists and Related Workers	34035	14	*	12	16	12	0.3
Designers	34038	230	0.2	16	266	194	2.4
Interior Designers	34041	91	0.1	22	111	71	1.4
Merchandise Displayers and Window Trimmers	34044	76	0.1	31	100	52	1.1
All Other Professionals, Paraprofessionals and Technical Workers	39999	105	0.1	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	35,536	37.6				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	1,327	1.4	6	1,406	1,248	12.5
Sales Representatives, Except Scientific and Related Products	49008	60	0.1	28	77	43	0.6
Salespersons, Retail	49011	13,230	14.0	4	13,692	12,768	54.6
Salespersons, Parts	49014	561	0.6	13	636	486	4.6
Counter and Rental Clerks	49017	283	0.3	20	340	226	2.1
Stock Clerks, Sales Floor	49021	8,546	9.0	5	8,985	8,107	21.1
Cashiers	49023	10,791	11.4	6	11,429	10,153	27.0
News and Street Vendors, Telephone Solicitors, Door-To-Door Sales Workers, and Other Related Workers	49026	61	0.1	23	75	47	0.3
All Other Sales and Related Workers	49999	677	0.7	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	8,826	9.3				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	901	1.0	10	992	810	12.7

STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Adjustment Clerks	53123	200	0.2	27	254	146	0.9
Bill and Account Collectors	53508	37	*	15	43	31	1.2
Secretaries	55100	613	0.7	10	672	554	12.9
Receptionists and Information Clerks	55305	16	*	24	20	12	0.9
Personnel Clerks	55314	13	*	27	16	10	0.6
Correspondence Clerks	55317	35	*	26	44	26	0.6
File Clerks	55321	11	*	9	12	10	0.3
Order Clerks	55323	254	0.3	12	285	223	2.4
Bookkeeping, Accounting, and Auditing Clerks	55338	2,170	2.3	5	2,276	2,064	38.1
Payroll and Timekeeping Clerks	55341	15	*	30	20	10	0.7
Billing, Cost and Rate Clerks	55344	306	0.3	11	338	274	6.4
General Office Clerks	55347	1,597	1.7	7	1,707	1,487	20.3
Billing, Posting, and Calculating Machine Operators	56002	37	*	19	44	30	0.9
Computer Operators	56011	57	0.1	15	66	48	1.4
Data Entry Keyers, Except Composing	56017	68	0.1	12	76	60	1.5
All Other Office Machine Operators	56099	4	*	NA	-	-	NA
Switchboard Operators	57102	41	*	9	45	37	1.0
Mail Clerks, Except Mail Machine Operators and Postal Service	57302	22	*	16	25	19	0.3
Dispatchers, Except Police, Fire and Ambulance	58005	41	*	26	52	30	0.9
Marking Clerks	58021	162	0.2	19	192	132	1.7
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	1,399	1.5	12	1,565	1,233	9.7
Order Fillers, Wholesale and Retail Trade Sales	58026	122	0.1	14	139	105	1.7
Traffic, Shipping and Receiving Clerks	58028	612	0.7	7	653	571	10.2
All Other Material Recording, Scheduling, and Distributing Workers	58099	8	*	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	85	0.1	NA	-	-	NA

STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
SERVICE OCCUPATIONS	60000-69999	30,909	32.7				
First Line Supervisors and Manager/Supervisors-Service	61000	574	0.6	19	682	466	2.6
Detectives and Investigators, Except Public	63035	116	0.1	20	139	93	1.3
Hosts and Hostesses-Restaurant, Lounge or Coffee Shop	65002	1,107	1.2	17	1,297	917	3.3
Bartenders	65005	1,405	1.5	15	1,614	1,196	3.6
Waiters and Waitresses	65008	10,307	10.9	8	11,089	9,525	6.1
Dining Room and Cafeteria Attendants, and Bartender Helpers	65014	916	1.0	35	1,234	598	1.7
Counter Attendants-Lunch Room, Coffee Shop, or Cafeteria	65017	2,119	2.2	30	2,754	1,484	2.0
Bakers, Bread and Pastry	65021	493	0.5	16	571	415	3.6
Butchers and Meat Cutters	65023	713	0.8	12	800	626	5.1
Cooks, Restaurant	65026	2,137	2.3	12	2,400	1,874	4.4
Cooks, Specialty Fast Food	65032	2,033	2.2	26	2,557	1,509	1.6
Cooks, Short Order	65035	484	0.5	31	632	336	1.7
Food Preparation Workers	65038	2,457	2.6	18	2,903	2,011	5.2
Combined Food Preparation and Service Workers	65041	3,074	3.2	24	3,801	2,347	3.5
All Other Food Service Workers	65099	1,482	1.6	NA	-	-	NA
Pharmacy Assistants	66026	191	0.2	31	250	132	1.9
Maids and Housekeeping Cleaners	67002	92	0.1	48	137	47	0.5
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	1,087	1.1	15	1,254	920	11.2
All Other Cleaning and Building Service Workers, Except Private Households	67099	7	*	NA	-	-	NA
All Other Service Workers	69999	115	0.1	NA	-	-	NA

STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	99	0.1	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	9,605	10.1				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	470	0.5	8	507	433	6.7
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	14	*	NA	-	-	NA
All Other Inspectors, Testers and Related Occupations	83099	8	*	NA	-	-	NA
Maintenance Repairers, General Utility	85132	356	0.4	16	413	299	4.9
Automotive Mechanics	85302	1,787	1.9	5	1,880	1,694	11.6
Automotive Body and Related Repairers	85305	299	0.3	17	349	249	1.9
Motorcycle Repairers	85308	74	0.1	13	83	65	0.6
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	88	0.1	35	119	57	1.4
Small Engine Specialists	85328	265	0.3	17	309	221	2.0
Electronic Home Entertainment Equipment Repairers	85708	111	0.1	35	150	72	1.0
Electric Home Appliance and Power Tool Repairers	85711	82	0.1	15	94	70	1.1
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	327	0.3	8	355	299	3.7
Watchmakers	85917	10	*	45	14	6	0.2
Office Machine and Cash Register Servicers	85926	20	*	41	28	12	0.2

STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Installers and Repairers-Manufactured Buildings, Mobile Homes, and Travel Trailers	85938	77	0.1	23	95	59	0.8
Gas Appliance Repairers	85944	60	0.1	26	76	44	1.0
Coin and Vending Machine Servicers and Repairers	85947	58	0.1	25	72	44	0.8
Bicycle Repairers	85951	61	0.1	34	82	40	0.8
Tire Repairers and Changers	85953	164	0.2	31	215	113	1.1
All Other Mechanics, Installers, and Repairers	85999	121	0.1	NA	-	-	NA
Carpenters	87102	69	0.1	23	85	53	0.9
Carpet Installers	87602	76	0.1	18	89	63	1.3
Floor Layers, Except Carpet, Wood and Hard Tiles	87605	13	*	36	18	8	0.4
Glaziers	87811	91	0.1	35	123	59	0.6
All Other Construction Trades Workers	87899	48	*	NA	-	-	NA
Jewelers and Silversmiths	89123	35	*	33	46	24	0.6
Wood Machinists	89308	31	*	18	37	25	0.6
Cabinetmakers and Bench Carpenters	89311	29	*	36	40	18	0.2
Custom Tailors and Sewers	89505	76	0.1	25	95	57	1.2
All Other Precision Workers	89999	23	*	NA	-	-	NA
Sewing Machine Operators, Non-Garment	92721	28	*	35	38	18	0.6
All Other Machine Operators and Tenders	92998	33	*	NA	-	-	NA
Assemblers, and Fabricators-Except Machine, Electrical, Electronic, and Precision	93956	105	0.1	19	125	85	0.7
All Other Hand Workers	93999	42	*	NA	-	-	NA
Truck Drivers, Heavy or Tractor Trailer	97102	547	0.6	11	607	487	6.8
Truck Drivers, Light-Include Delivery and Route Workers	97105	828	0.9	10	908	748	13.0
Driver/Sales Workers	97117	252	0.3	15	291	213	2.0
Service Station Attendants	97805	1,213	1.3	8	1,306	1,120	10.0

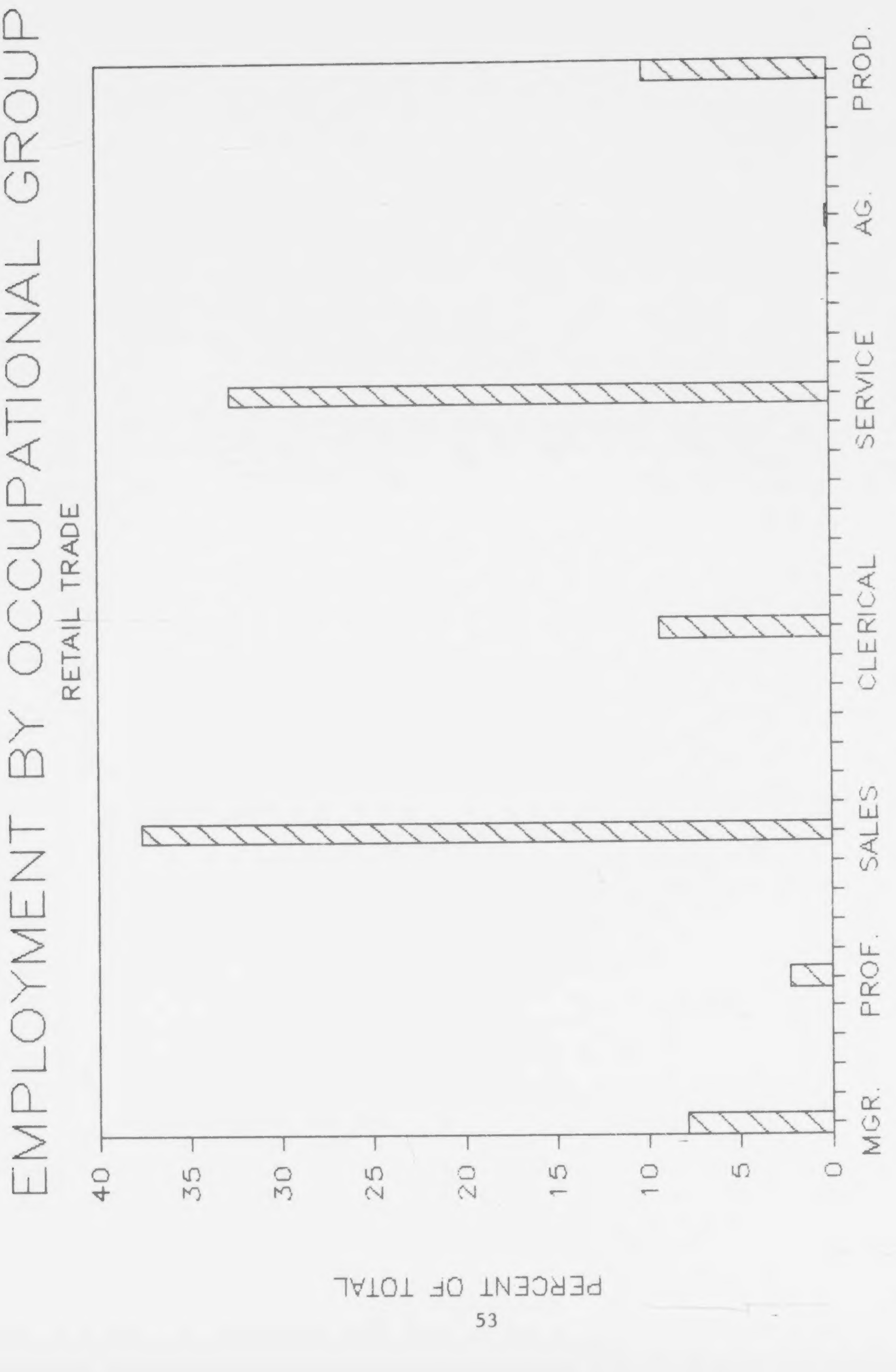
STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Transportation Workers	97899	76	0.1	NA	-	-	NA
Industrial Truck and Tractor Operators	97947	54	0.1	18	64	44	1.0
All Other Material Moving Equipment Operators	97999	3	*	NA	-	-	NA
Mechanic and Repairers Helpers	98102	248	0.3	20	297	199	2.8
Freight, Stock, and Material Movers, Hand	98700	396	0.4	22	482	310	4.1
Hand Packers and Packagers	98902	430	0.4	18	508	352	1.1
Vehicle Washers and Equipment Cleaners	98905	353	0.4	15	405	301	3.0
All Other Helpers, Laborers and Material Movers, Hand	98999	54	0.1	NA	-	-	NA

* Less Than 0.05 Percent

THE TEN MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
(SIC 52-59)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	61.9
2	49011	Salespersons, Retail	54.6
3	55338	Bookkeeping, Accounting and Auditing Clerks	38.1
4	49023	Cashiers	27.0
5	49021	Stock Clerks, Sales Floor	21.1
6	55347	General Office Clerks	20.3
7	97105	Truck Drivers, Light-Include Delivery and Route Workers	13.0
8	55100	Secretaries	12.9
9	13008	Purchasing Managers	12.8
10	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	12.7



EMPLOYMENT BY OCCUPATIONAL GROUP

RETAIL TRADE

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY, AND MOBILE HOME DEALERS
(SIC 52)

This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint, glass, and mobile homes. Within this group the largest industry is SIC-521-Lumber and Other Building Materials Dealers.

Compared to a similar survey in 1982, employment in SIC-52 grew by 889 workers or 24 percent. The most significant gain was reported in the Sales category which added 755 workers, while Production and Managers and Administrators reported slight losses of 34 and 15 workers respectively.

Our sample consisted of 159 units representing employment of 2,876. Usable responses were received from 131 units or 82 percent of the units sampled. The reported employment was 2,257.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49011	Salespersons, Retail	1,080
2	19005	General Managers and Top Executives	458
3	49021	Stock Clerks, Sales Floor	285
4	55338	Bookkeeping, Accounting, & Auditing Clerks	240
5	49017	Counter and Rental Clerks	227
6	97105	Truck Drivers, Light-Include Delivery and Route Workers	223
7	49023	Cashiers	196
8	97102	Truck Drivers, Heavy or Tractor Trailer	149
9	85328	Small Engine Specialists	148
10	58023	Stock Clerks-Stockroom, Warehouse or Storage Yard	133

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY, AND MOBILE HOME DEALERS
(SIC 52)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
TOTAL ALL OCCUPATIONS		4,523	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	600	13.3				
Financial Managers	13002	11	0.2	47	16	6	3.8
Purchasing Managers	13008	126	2.8	13	142	110	29.8
General Managers and Top Executives	19005	458	10.1	6	488	428	78.6
All Other Managers and Administrators	19999	5	0.1	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	178	3.9				
Accountants and Auditors	21114	27	0.6	21	33	21	9.2
Wholesale and Retail Buyers, Except Farm Products	21302	87	1.9	19	103	71	16.8
All Other Management Support Workers	21999	5	0.1	NA	-	-	NA
All Other Engineering and Related Technicians and Technologists	22599	4	0.1	NA	-	-	NA
All Other Health Professionals, Paraprofessionals, and Technicians	32999	3	0.1	NA	-	-	NA
Interior Designers	34041	46	1.0	37	63	29	4.6
All Other Professionals, Paraprofessionals and Technical Workers	39999	6	0.1	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	1,829	40.4				
Sales Representatives, Except Scientific and Related Products Or Services and Retail	49008	31	0.7	13	35	31	3.8
Salespersons, Retail	49011	1,080	23.9	5	1,131	1,029	78.6
Counter and Rental Clerks	49017	227	5.0	16	264	190	13.0

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY, AND MOBILE HOME DEALERS
(SIC 52)

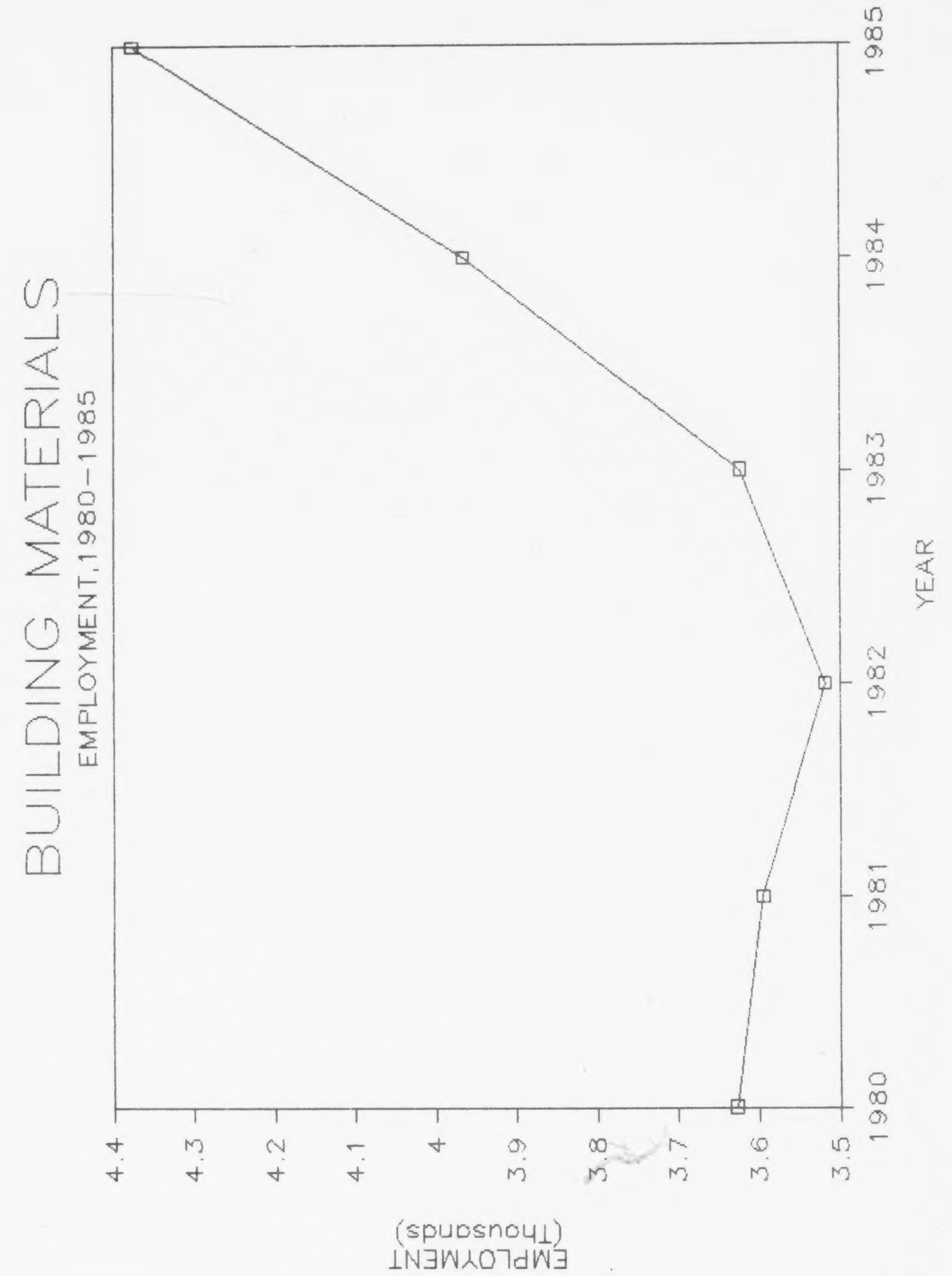
OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Stock Clerks, Sales Floor	49021	285	6.3	10	314	256	38.2
Cashiers	49023	196	4.3	9	214	178	29.8
All Other Sales and Related Workers	49999	10	0.2	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	738	16.3				
Secretaries	55100	35	0.8	20	42	28	12.2
Bookkeeping, Accounting, and Auditing Clerks	55338	240	5.3	9	261	219	58.0
Billing, Cost and Rate Clerks	55344	42	0.9	18	49	35	12.2
General Office Clerks	55347	120	2.7	15	138	102	28.2
Computer Operators	56011	27	0.6	14	31	23	6.9
All Other Office Machine Operators	56099	9	0.2	NA	-	-	NA
Stock Clerks-Stock-Room, Warehouse Or Storage Yard	58023	133	2.9	19	158	108	22.1
Traffic, Shipping and Receiving Clerks	58028	118	2.6	12	132	104	27.5
All Other Clerical and Administrative Support Workers	59999	14	0.3	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	37	0.8				
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	31	0.7	27	39	23	9.9
All Other Service Workers	69999	6	0.1	NA	-	-	NA
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	24	0.5	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	1,117	24.7				

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY, AND MOBILE HOME DEALERS
(SIC 52)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	72	1.6	19	86	58	13.0
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	3	0.1	NA	-	-	NA
Maintenance Repairers, General Utility	85132	28	0.6	43	40	16	3.8
Small Engine Specialists	85328	148	3.3	18	174	122	11.5
Installers, and Repairers-Manufactured Buildings, Mobile Homes, and Travel Trailers	85938	34	0.7	38	47	21	3.1
Carpenters	87102	54	1.2	22	66	42	6.1
Glaziers	87811	91	2.0	35	123	59	6.1
All Other Construction Trades Workers	87899	31	0.7	NA	-	-	NA
Wood Machinists	89308	31	0.7	18	37	25	5.3
All Other Mechanics, Installers and Repairers	85999	12	0.3	NA	-	-	NA
Assemblers and Fabricators-Except Machine, Electrical, Electronic, and Precision	93956	69	1.5	23	85	53	3.8
Truck Drivers, Heavy Or Tractor Trailer	97102	149	3.3	15	172	126	16.0
Truck Drivers, Light-Include Delivery and Route Workers	97105	223	4.9	10	246	200	3.4
All Other Transportation and Related Workers	97899	18	0.4	NA	-	-	NA
Industrial Truck and Tractor Operators	97947	53	1.2	18	63	43	9.2
Freight, Stock, and Material Movers, Hand	98700	86	1.9	3	88	84	3.8
All Other Helpers, Laborers and Material Movers, Hand	98999	15	0.3	NA	-	-	NA

THE SIX MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
(SIC 52)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	78.6
1	49011	Salespersons, Retail	78.6
3	55338	Bookkeeping, Accounting, and Auditing Clerks	58.0
4	49021	Stock Clerks, Sales Floor	38.2
5	13008	Purchasing Managers	29.8
5	49023	Cashiers	29.8


BUILDING MATERIALS
EMPLOYMENT,1980-1985
EMPLOYMENT
(Thousands)
4.4
4.3
4.2
4.1
4
3.9
3.8
3.7
3.6
3.5
1980
1981
1982
1983
1984
1985
YEAR

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
GENERAL MERCHANDISE STORES
(SIC 53)

This major group includes retail stores which sell a number of lines of merchandise such as dry goods, apparel and accessories, furniture and home furnishings, small wares, hardware, and food. Within this group, the largest industry is SIC-531 - Department Stores.

Compared to a similar survey in 1982, employment in SIC-53 grew by 1,948 workers or 25 percent. Employment gains were reported in all occupational groups except Managers and Administrators, Clerical, and Production.

Our sample consisted of 153 units representing employment of 9,280. Usable responses were received from 91 units or 60 percent of the units sampled. The reported employment was 5,434.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49011	Salespersons, Retail	2,293
2	49021	Stock Clerks, Sales Floor	1,942
3	49023	Cashiers	1,307
4	65008	Waiters and Waitresses	549
5	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	478
6	19005	General Managers and Administrators	303
7	55338	Bookkeeping, Accounting, and Auditing Clerks	200
8	58028	Traffic, Shipping, and Receiving Clerks	188
9	53123	Adjustment Clerks	180
10	55347	General Office Clerks	138

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
GENERAL MERCHANDISE STORES
(SIC 53)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
TOTAL ALL OCCUPATIONS		9,689	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	504	5.2				
Communications, Transportation, and Utilities Operations Managers	15023	25	0.3	16	29	21	10.5
General Managers and Top Executives	19005	303	3.1	9	330	276	81.6
All Other Managers and Administrators	19999	176	1.8	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL, AND TECHNICAL OCCUPATIONS	20000-39999	233	2.4				
All Other Financial Specialists	21199	17	0.2	NA	-	-	NA
Wholesale and Retail Buyers, Except Farm Products	21302	136	1.4	32	180	92	15.8
All Other Management Support Workers	21999	10	0.1	NA	-	-	NA
All Other Engineers	22199	3	*	NA	-	-	NA
All Other Professional, Paraprofessional and Technical Workers	39999	67	0.7	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	6,259	64.6				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	478	4.9	11	531	425	57.9
Salespersons, Retail	49011	2,293	23.7	16	2,670	1,916	57.9
Stock Clerks, Sales Floor	49021	1,942	20.0	12	2,177	1,707	60.5
Cashiers	49023	1,307	13.5	16	1,517	1,097	60.5
All Other Sales and Related Workers	49999	239	2.5	NA	-	-	NA

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
GENERAL MERCHANDISE STORES
(SIC 53)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,446	14.9				
Adjustment Clerks	53123	180	1.8	30	234	126	21.1
Secretaries	55100	49	0.5	30	64	34	18.4
Correspondence Clerks	55317	35	0.4	26	44	26	18.4
Order Clerks	55323	115	1.2	21	140	90	23.7
Bookkeeping, Accounting, and Auditing Clerks	55338	200	2.1	15	230	170	44.7
Billing, Cost and Rate Clerks	55344	18	0.2	30	23	13	15.8
General Office Clerks	55347	138	1.4	20	166	110	47.4
Data Entry Keyers, Except Composing	56017	18	0.2	33	24	12	21.1
All Other Office Machine Operators	56099	3	*	NA	-	-	NA
Marking Clerks	58021	130	1.3	22	159	101	39.5
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	171	1.8	26	215	127	26.3
Traffic, Shipping, and Receiving Clerks	58028	188	1.9	10	208	168	55.3
All other Material Recording, Scheduling, and Distributing Workers	58099	26	0.3	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	175	1.8	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	963	9.9				
Detectives and Investigators, Except Public	63035	113	1.2	20	136	90	36.8
Guards and Watch Guards	63047	51	0.5	34	68	34	15.8
Waiters and Waitresses	65008	549	5.7	31	718	380	18.4
All Other Food Service Workers	65099	135	1.4	NA	-	-	NA
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	95	0.9	18	112	78	36.8
All Other Service Workers	69999	20	0.2	NA	-	-	NA

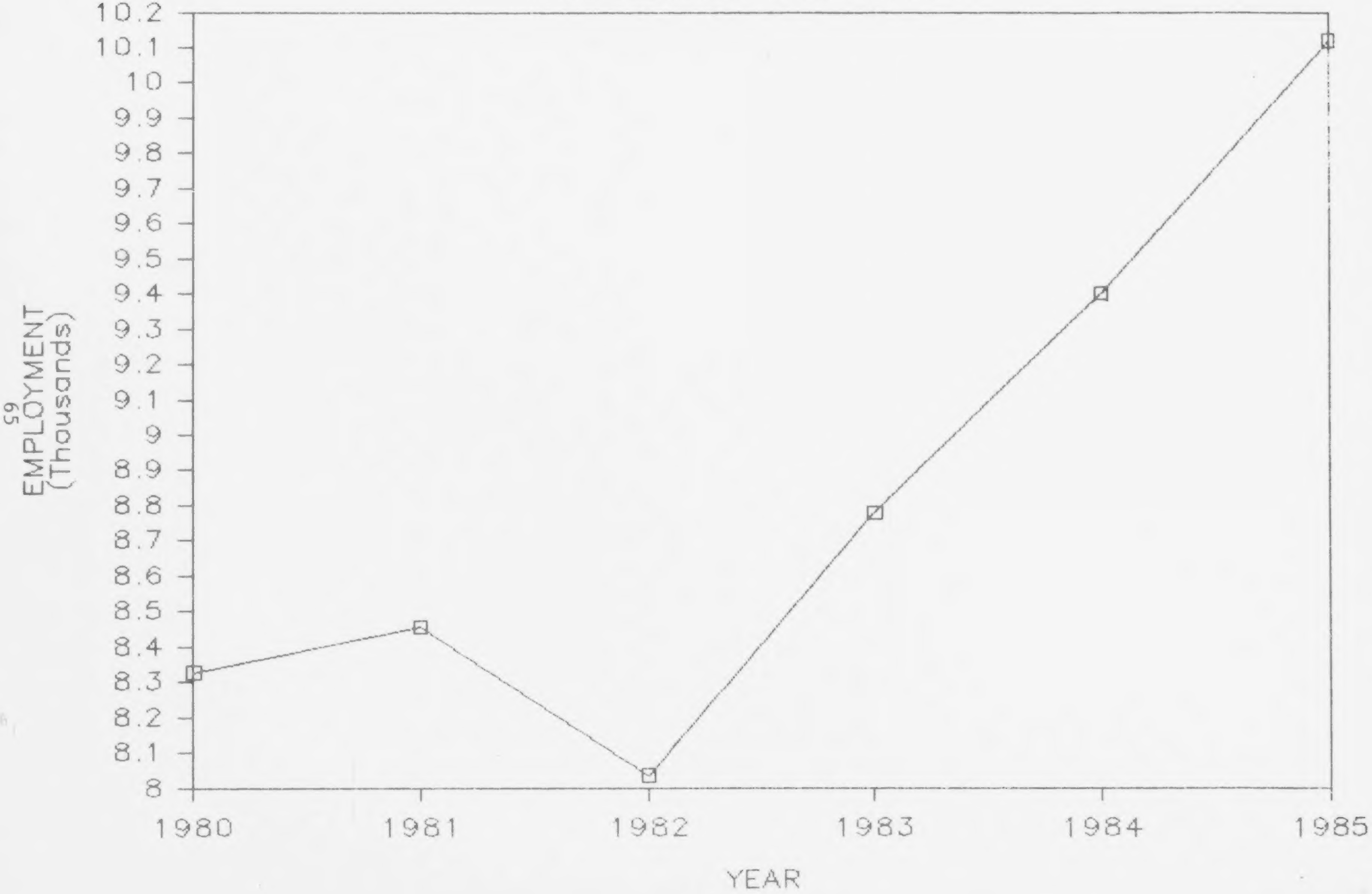
STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
GENERAL MERCHANDISE STORES
(SIC 53)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND RELATED WORKERS	80000-98999	284	2.9				
All Other First Line Supervisors and Manager/ Supervisors-Production, Construction, Maintenance and Related Workers	81099	5	0.1	NA	-	-	NA
All Other Mechanics, Installers and Repairers	85999	121	1.2	NA	-	-	NA
All Other Construction Trades Workers	87899	3	*	NA	-	-	NA
All Other Precision Workers	89999	15	0.1	NA	-	-	NA
All Other Machine Operators and Tenders	92998	6	0.1	NA	-	-	NA
All Other Hand Workers	93999	6	0.1	NA	-	-	NA
All Other Transportation and Related Workers	97899	11	0.1	NA	-	-	NA
All Other Material Moving Equipment Operators	97999	1	*	NA	-	-	NA
All Other Helpers, Laborers, and Material Movers, Hand	98999	116	1.2	NA	-	-	NA

* Less Than 0.05 Percent

RETAIL—GENERAL

EMPLOYMENT 1980–1985



OCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
FOOD STORES
(SIC 54)

This major ~~group~~ includes retail stores primarily engaged in selling food for home preparation and consumption. Within this group, the largest industry is SIC-541 - Grocery Stores.

Compared to a similar survey in 1982, employment in SIC-54 grew by 3,678 workers or 24 percent. Employment gains were reported in all occupational groups except Professional, Clerical and Production. The specific occupations of Cashiers and Stock Clerks, Sales Floor grew by 1,660 and 1,352 workers respectively.

Our sample consisted of 156 units representing employment of 11,501. Usable, responses were received from 123 units or 79 percent of the units sampled. The reported employment was 9,595.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49023	Cashiers	5,791
2	49021	Stock Clerks, Sales Floor	4,980
3	19005	General Managers and Administrators	997
4	65041	Combined Food Preparation and Service Workers-Fast Food	914
5	58023	Stock Clerks-Stockroom, Warehouse or Storage Yard	754
6	49011	Salespersons, Retail	721
7	65023	Butchers and Meat Cutters	708
8	55338	Bookkeeping, Accounting, and Auditing Clerks	339
9	65021	Bakers, Bread and Pastry	316
10	55347	General Office Clerks	306

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	49023	Cashiers	78.0
2	19005	General Managers and Administrators	65.0
3	49021	Stock Clerks, Sales Floor	60.2
4	65023	Butchers and Meat Cutters	52.0
5	55338	Bookkeeping, Accounting, and Auditing Clerks	36.6

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
FOOD STORES
(SIC 54)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		19,004	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	1,278	6.7				
Purchasing Managers	13008	219	1.1	26	277	161	14.6
General Managers and Top Executives	19005	997	5.3	11	1,105	889	65.9
All Other Managers and Administrators	19999	62	0.3	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	130	0.7				
Accountants and Auditors	21114	24	0.1	46	35	13	6.5
All Other Management Support Workers	21999	95	0.5	NA	-	-	NA
All Other Health Professionals, Paraprofessionals and Technical Workers	32999	6	*	NA	-	-	NA
All Other Professionals, Paraprofessionals and Technical Workers	39999	5	*	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	12,236	64.4				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	290	1.5	12	326	254	16.3
Salespersons, Retail	49011	721	3.8	20	862	580	19.5
Stock Clerks, Sales Floor	49021	4,980	26.2	7	5,322	4,638	60.2
Cashiers	49023	5,791	30.5	5	6,094	5,488	78.0
All Other Sales and Related Workers	49999	454	2.4	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,549	8.2				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	21	0.1	30	27	15	8.9

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
FOOD STORES
(SIC 54)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Bookkeeping, Accounting, and Auditing Clerks	55338	339	1.8	17	397	281	36.6
Billing, Cost and Rate Clerks	55344	10	0.1	49	15	5	3.3
General Office Clerks	55347	306	1.6	20	367	245	20.3
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	754	4.0	20	904	604	11.4
Traffic, Shipping and Receiving Clerks	58028	80	0.4	33	107	53	15.4
All Other Clerical and Administrative Support Workers	59999	39	0.2	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	3,161	16.6				
Counter Attendants-Lunchroom, Coffee Shop, or Cafeteria	65017	153	0.8	44	221	85	3.3
Bakers, Bread and Pastry	65021	316	1.7	12	354	278	29.3
Butchers and Meat Cutters	65023	708	3.7	12	795	621	52.0
Food Preparation Workers	65038	141	0.7	31	185	97	9.8
Combined Food Preparation and Service Workers-Fast Food	65041	914	4.8	27	1,158	670	22.8
All Other Food Service Workers	65099	725	3.8	NA	-	-	NA
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	167	0.9	28	214	120	19.5
All Other Service Workers	69999	37	0.2	NA	-	-	NA
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79000	32	0.2	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND MATERIAL HANDLING OCCUPATIONS	80000-98999	618	3.2				

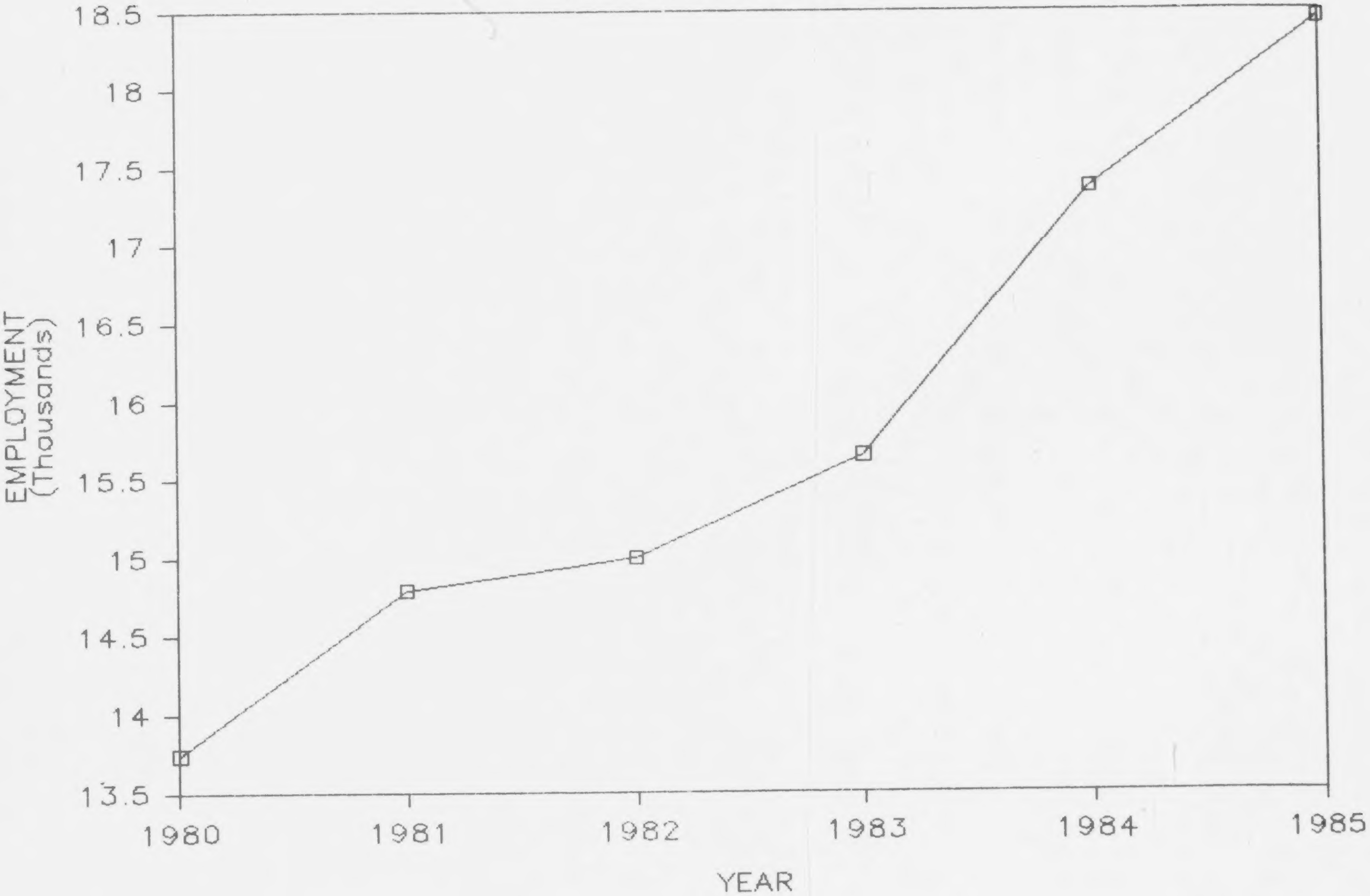
STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
FOOD STORES
(SIC 54)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other First Line Supervisors and Manager/ Supervisors-Production, Construction, Maintenance, and Related	81099	10	0.1	NA	-	-	NA
All Other Mechanics, Installers and Repairers	85999	48	0.2	NA	-	-	NA
All Other Construction Trades Workers	87899	2	*	NA	-	-	NA
All Other Precision Workers	89999	9	0.1	NA	-	-	NA
All Other Hand Workers	93999	1	*	NA	-	-	NA
Driver/Sales Workers	97117	47	0.2	27	60	34	2.4
All Other Transportation and Related Workers	97899	54	0.3	NA	-	-	NA
Hand Packers and Packagers	98902	299	1.6	26	377	221	8.9
All Other Helpers, Laborers, and Material Movers, Hand	98999	148	0.7	NA	-	-	NA

* Less Than 0.05 Percent

RETAIL—FOOD

EMPLOYMENT,1980–1985



OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS
(SIC 55)

This major group includes retail dealers selling new and used automobiles, boats, recreational and utility trailers, and motorcycles; those selling new automobile parts and accessories; and gasoline service stations. Establishments dealing exclusively in used automobiles, and automobile repair shops maintained by those establishments selling new automobiles, are also included. Within this group, the largest industry is SIC-551-Motor Vehicle Dealers (New and Used).

Compared to a similar survey in 1982, employment in SIC 55 grew by 1,945 workers or 24 percent. The specific occupation of cashiers grew by 457 workers while that of Service Station Attendant declined by 96 due to the increase of self service stations.)

Our sample consisted of 280 units representing employment of 4,425. Usable responses were received from 225 units or 80 percent of the units sampled. The reported employment was 3,791.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	85302	Automotive Mechanics	1,734
2	49011	Salespersons, Retail	1,326
3	97805	Service Station Attendants	1,105
4	49023	Cashiers	707
5	19005	General Managers and Top Executives	564
6	49014	Salespersons, Parts	549
7	55338	Bookkeeping, Accounting, and Auditing Clerks	461
8	81002	First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	368
9	98905	Vehicle Washers and Equipment Cleaners	353
10	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	350

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS
(SIC 55)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		10,179	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	805	7.9				
Financial Managers	13002	24	0.2	36	33	15	2.7
Marketing, Advertising, and Public Relations Managers	13011	200	2.0	15	230	170	14.7
General Managers and Top Executives	19005	564	5.5	9	614	514	44.9
All Other Managers and Administrators	19999	17	0.2	NA	-	-	NA
PROFESSIONAL, PARAPROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	73	0.7				
Accountants and Auditors	21114	62	0.6	33	82	42	8.0
All Other Management Support Workers	21999	4	*	NA	-	-	NA
All Other Professional, Paraprofessional and Technical Workers	39999	7	0.1	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	2,650	26.0				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	29	0.3	27	37	21	1.3
Salespersons, Retail	49011	1,326	13.0	5	1,388	1,264	28.9
Salespersons, Parts	49014	549	5.4	14	623	475	24.4
Cashiers	49023	707	6.9	14	804	610	27.6
All Other Sales and Related Workers	49999	39	0.4	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,541	15.1				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	350	3.4	11	387	313	30.2
Secretaries	55100	139	1.4	18	164	114	16.4

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS
(SIC 55)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Bookkeeping, Accounting, and Auditing Clerks	55338	461	4.5	9	501	421	45.8
Billing, Cost and Rate Clerks	55344	124	1.2	20	149	99	9.3
General Office Clerks	55347	298	2.9	12	334	262	22.2
All Other Office Machine Operators	56099	19	0.2	NA	-	-	NA
Dispatchers-Except Police, Fire and Ambulance	58005	24	0.2	41	34	14	3.1
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	106	1.0	24	132	80	8.4
All Other Material Recording, Scheduling, and Distributing Workers	58099	13	0.1	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	7	0.1	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	117	1.2				
All Other Food Service Workers	65099	13	0.1	NA	-	-	NA
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	99	1.0	22	121	77	9.3
All Other Service Workers	69999	5	0.1	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND MATERIAL HANDLING OCCUPATIONS	80000-98999	4,993	49.1				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	368	3.6	9	402	334	23.0
Maintenance Repairers, General Utility	85132	106	1.0	30	138	74	8.0
Automotive Mechanics	85302	1,734	17.0	5	1,826	1,642	60.9
Automotive Body and Related Repairers	85305	299	2.9	17	349	249	10.7
Motorcycle Repairers	85308	74	0.7	13	83	65	3.1
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	68	0.7	45	99	37	3.1

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS
(SIC 55)

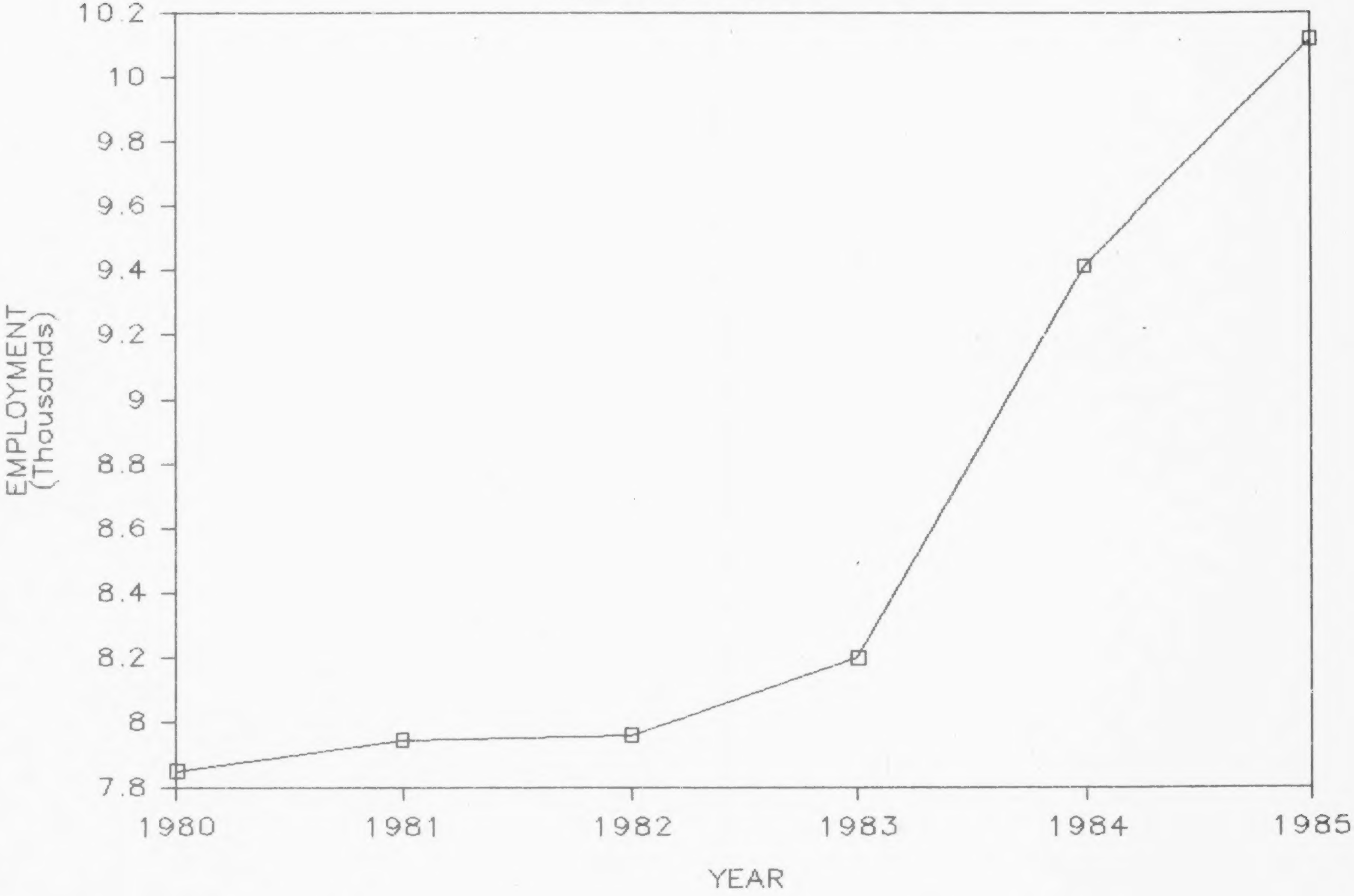
OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Small Engine Specialists	85328	101	1.0	33	134	68	4.0
Installers and Repairers-Manufactured Buildings, Mobile Homes, and Travel Trailers	85938	43	0.4	29	55	31	2.7
Tire Repairers and Changers	85953	164	1.6	31	215	113	6.2
All Other Mechanics, Installers and Repairers	85999	67	0.7	NA	-	-	NA
All Other Machine Operators and Tenders	92998	22	0.2	NA	-	-	NA
Truck Drivers, Heavy or Tractor Trailer	97102	78	0.8	36	106	50	4.4
Truck Drivers, Light-Include Delivery and Route Workers	97105	90	0.9	31	118	62	7.1
Service Station Attendants	97805	1,105	10.8	8	1,192	1,018	50.2
All Other Transportation and Related Workers	97899	67	0.7	NA	-	-	NA
Mechanic and Repairer Helpers	98102	248	2.4	20	297	199	15.6
Vehicle Washers and Equipment Cleaners	98905	353	3.5	15	405	301	16.9
All Other Helpers, Laborers, and Material Movers, Hand	98999	6	0.1	NA	-	-	NA

THE SIX MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK (SIC 55)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	85302	Automotive Mechanics	60.9
2	97805	Service Station Attendants	50.2
3	55338	Bookkeeping, Accounting, and Auditing Clerks	45.8
4	19005	General Managers and Top Executives	44.9
5	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	30.2
6	49011	Salespersons, Retail	28.9

RETAIL—AUTOMOBILE

EMPLOYMENT,1980—1985



OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
APPAREL AND ACCESSORY STORES
(SIC 56)

This major group includes retail stores primarily engaged in selling new clothing, shoes, hats, underwear, and related articles for personal wear and adornmant. Also included are furriers and custom tailors carrying stocks of materials. Within this group, the largest industry is SIC 562-Women's Ready-to-Wear Stores.

Compared to a similar survey in 1982, employment in SIC-56 grew by 825 workers or 21 percent. Sales and Services were the only occupational groups reporting gains in employment during the three year span.

Our sample consisted of 199 units representing employment of 3,246. Usable responses were received from 145 units or 73 percent of the units sampled. The reported employment was 2,440.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49011	Salespersons, Retail	2,911
2	19005	General Managers and Top Executives	463
3	49021	Stock Clerks, Sales Floor	411
4	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	190
5	49023	Cashiers	148
6	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	139
7	55338	Bookkeeping, Accounting, and Auditing Clerks	77
8	55347	General Office Clerks	63
9	89505	Custom Tailors and Sewers	62
10	13008	Purchasing Managers	61

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
APPAREL AND ACCESSORY STORES
(SIC 56)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		4,825	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	541	11.2				
Purchasing Managers	13008	61	1.3	26	77	45	9.0
General Managers and Top Executives	19005	463	9.6	8	500	426	60.0
All Other Managers and Administrators	19999	17	0.3	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	80	1.7				
Accountants and Auditors	21114	13	0.3	38	18	8	3.4
Wholesale and Retail Buyers, Except Farm Products	21302	57	1.2	18	67	47	11.0
Merchandise Displayers and Window Trimmers	34044	10	0.2	32	13	7	4.1
SALES OCCUPATIONS	40000-49999	3,673	76.1				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	190	3.9	14	217	163	28.3
Salespersons, Retail	49011	2,911	60.3	3	3,006	2,816	93.1
Counter and Rental Clerks	49017	13	0.3	43	19	7	2.8
Stock Clerks, Sales Floor	49021	411	8.5	17	480	342	17.2
Cashiers	49023	148	3.1	18	175	121	11.7
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	427	8.8				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	139	2.9	23	170	108	14.5

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
APPAREL AND ACCESSORY STORES
(SIC 56)

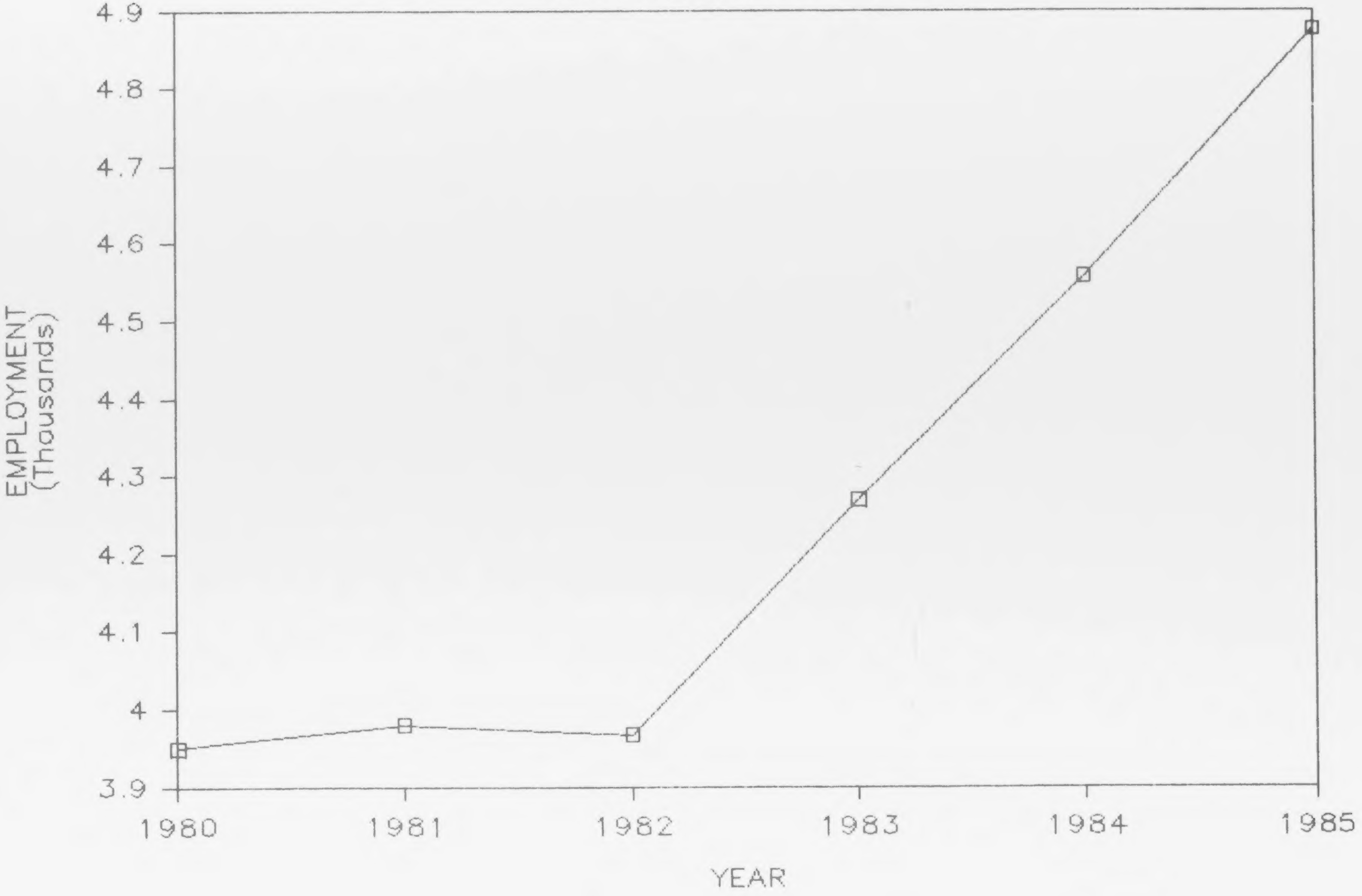
OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Secretaries	55100	18	0.4	34	24	12	4.1
Bookkeeping, Accounting, and Auditing Clerks	55338	77	1.6	17	90	64	15.9
General Office Clerks	55347	63	1.3	19	75	51	11.0
All Other Office Machine Operators	56099	14	0.3	NA	-	-	NA
Marking Clerks	58021	32	0.7	26	40	24	4.1
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	16	0.3	39	22	10	5.5
Traffic, Shipping, and Receiving Clerk	58028	32	0.7	32	42	22	6.2
All Other Material Recording, Scheduling, and Distributing Workers	58099	1	*	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	35	0.7	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	26	0.5				
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	26	0.5	28	33	19	7.6
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND MATERIAL HANDLING OCCUPATIONS	80000-98999	78	1.6				
All Other Mechanics, Installers and Repairers	85999	3	0.1	NA	-	-	NA
Custom Tailors and Sewers	89505	62	1.3	30	81	43	7.6
All Other Precision Workers	89999	3	0.1	NA	-	-	NA
All Other Machine Operators and Tenders	92998	5	0.1	NA	-	-	NA
All Other Transportation and Related Workers	97899	1	*	NA	-	-	NA
All Other Helpers, Laborers, and Material Movers, Hand	98999	4	0.1	NA	-	-	NA

THE SIX MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK (SIC 56)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	49011	Salespersons, Retail	93.1
2	19005	General Managers and Top Executives	60.0
3	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	28.3
4	49021	Stock Clerks, Sales Floor	17.2
5	55338	Bookkeeping, Accounting and Auditing Clerks	15.9
6	51002	First Line Supervisors and Manager/ Supervisors-Clerical and Administrative Support Occupations	14.5

RETAIL—APPAREL

EMPLOYMENT,1980—1985



OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
FURNITURE, HOME FURNISHINGS, AND EQUIPMENT STORES
(SIC 57)

This major group includes retail stores selling goods used for furnishing the home such as furniture, floor coverings, draperies, glass and chinaware, domestic stoves, refrigerators, and other household electrical and gas appliances. Stores selling electrical and gas appliances are included if the major part of their sales is for use in the home. Withing this group, the largest industry is SIC-571-Furniture, Home Furnishings, and Equipment Stores, except Appliances.

Compared to a similar survey in 1982, employment in SIC-57 grew by 1,234 workers or 48 percent. Employment gains were reported in all occupational groups. The largest gain occurred in Sales which added 681 workers.

Our sample consisted of 198 units representing employment of 2,220. Usable responses were received from 157 units or 79 percent of the units sampled. The reported employment was 1,731.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49011	Salespersons, Retail	1,421
2	19005	General Managers and Top Executives	486
3	97105	Truck Drivers, Light-Include Delivery and Route Workers	172
4	55338	Bookkeeping, Accounting, and Auditing Clerks	160
5	49021	Stock Clerks, Sales Floor	148
6	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	127
7	55347	General Office Clerks	101
8	58023	Stock Clerks-Stockroom, Warehouse or Storage Yard	78
9	87602	Carpet Installers	76
10	49023	Cashiers	75

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
FURNITURE, HOME FURNISHINGS AND EQUIPMENT STORES
(SIC 57)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		3,797	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	600	15.8				
Purchasing Managers	13008	74	2.0	17	87	61	19.7
General Managers and Top Executives	19005	486	12.8	7	521	451	77.7
All Other Managers and Administrators	19999	40	1.0	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	141	3.7				
Accountants and Auditors	21114	27	0.7	31	35	19	9.6
Wholesale and Retail Buyers, Except Farm Products	21302	42	1.1	27	53	31	10.2
All Other Management Support Workers	21999	15	0.4	NA	-	-	NA
All Other Engineering and Related Technicians and Technologists	22599	4	0.1	NA	-	-	NA
Interior Designers	34041	41	1.1	28	52	30	6.4
All Other Professionals, Paraprofessionals and Technical Workers	39999	12	0.3	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	1,649	43.4				
Salespersons, Retail	49011	1,421	37.4	6	1,508	1,334	81.5
Stock Clerks, Sales Floor	49021	148	3.9	22	180	116	15.9
Cashiers	49023	75	2.0	22	92	58	8.9
All Other Sales and Related Workers	49999	5	0.1	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	629	16.6				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	127	3.3	19	151	103	21.7

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
FURNITURE, HOME FURNISHINGS AND EQUIPMENT STORES (SIC 57)

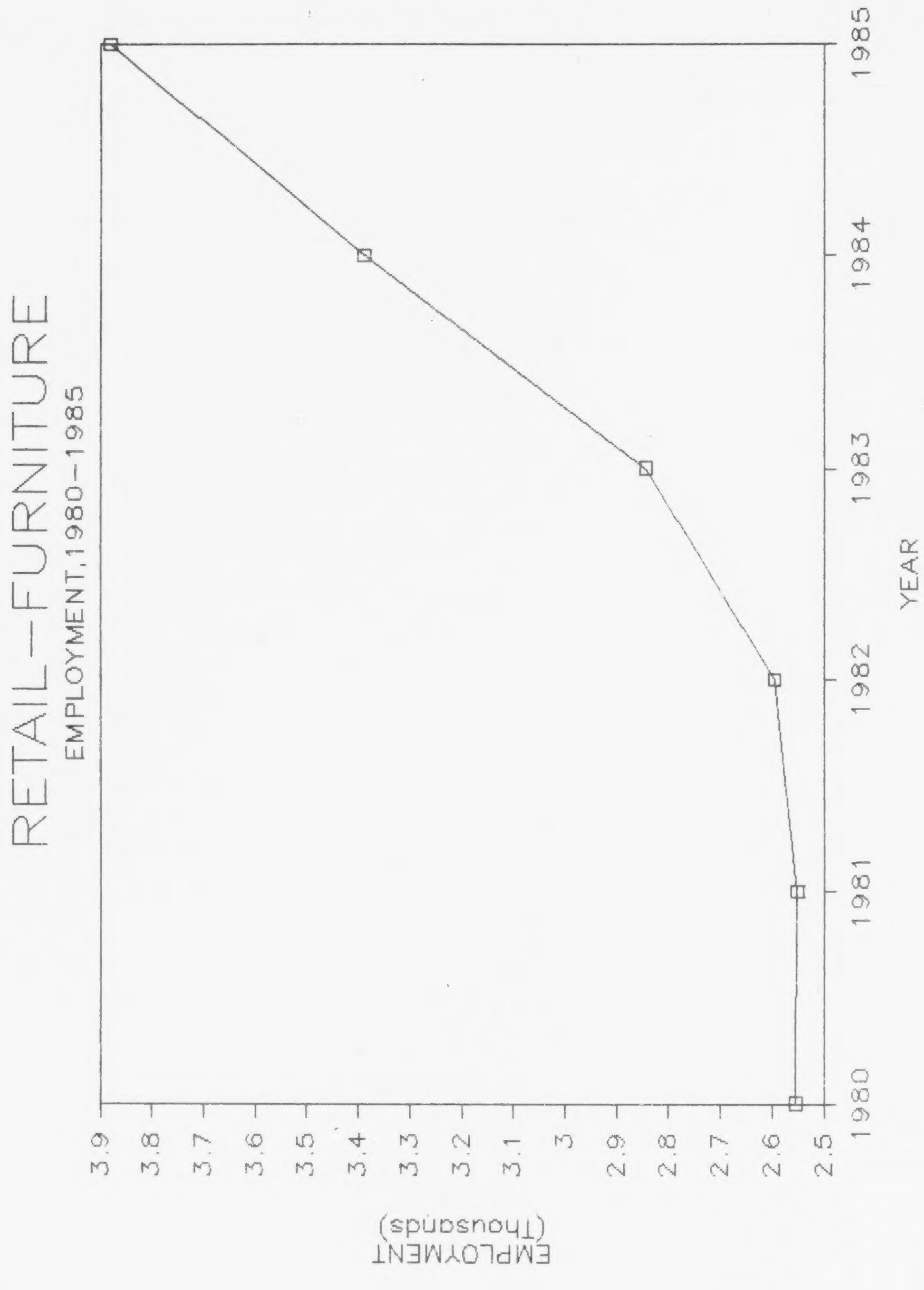
OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Bill and Account Collectors	53508	10	0.3	18	12	8	4.5
Secretaries	55100	56	1.5	23	69	43	14.6
Receptionists and Information Clerks	55305	10	0.3	33	13	7	3.8
Bookkeeping, Accounting, and Auditing Clerks	55338	160	4.2	11	177	143	40.1
General Office Clerks	55347	101	2.7	16	117	85	21.0
Billing, Posting, and Calculating Machine Operators	56002	24	0.6	26	30	18	4.5
Switchboard Operators	57102	15	0.4	20	18	12	2.5
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	78	2.1	13	88	68	12.1
Traffic, Shipping, and Receiving Clerks	58028	34	0.9	15	39	29	11.5
All Other Material Recording, Scheduling, and Distributing Workers	58099	6	0.1	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	8	0.2	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	46	1.2				
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	23	0.6	21	28	18	8.3
All Other Cleaning and Building Service Workers, Except Private Households	67099	8	0.2	NA	-	-	NA
All Other Service Workers	69999	15	0.4	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND MATERIAL HANDLING OCCUPATIONS	80000-98999	732	19.3				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	24	0.6	17	28	20	8.3
Electric Home Appliance and Power Tool Repairers	85711	49	1.3	24	61	37	5.7

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
FURNITURE, HOME FURNISHINGS AND EQUIPMENT STORES
(SIC 57)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Mechanics, Installers and Repairers	85999	176	4.6	NA	-	-	NA
Carpet Installers	87602	76	2.0	18	89	63	10.8
All Other Construction Trades Workers	87899	30	0.8	NA	-	-	NA
All Other Precision Workers	89999	32	0.9	NA	-	-	NA
All Other Machine Operators and Tenders	92998	24	0.6	NA	-	-	NA
All Other Hand Workers	93999	27	0.7	NA	-	-	NA
Truck Drivers, Heavy or Tractor Trailer	97102	47	1.2	30	61	33	5.7
Truck Drivers, Light-Include Delivery and Route Workers	97105	172	4.5	12	193	151	29.3
Freight, Stock and Material Movers, Hand	98700	69	1.8	14	79	59	14.6
All Other Helpers, Laborers, and Material Movers, Hand	98999	6	0.2	NA	-	-	NA

THE SIX MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
(SIC 57)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	49011	Salespersons, Retail	81.5
2	19005	General Managers and Top Executives	77.7
3	55338	Bookkeeping, Accounting and Auditing Clerks	40.1
4	97105	Truck Drivers, Light-Include Delivery and Route Workers	29.3
5	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	21.7
6	55347	General Office Clerks	21.0



RETAIL—FURNITURE

EMPLOYMENT,1980-1985

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
EATING AND DRINKING PLACES
(SIC 58)

This major group includes retail establishments selling prepared foods and drinks for consumption on the premises. Within this group, the largest industry is SIC-5812-Eating Places, such as Restaurants, Cafeterias and Hot Dog Stands. The only other industry SIC 5813, Bars and Night Clubs account for only one percent of the employment in SIC 58.

Compared to a similar survey in 1982, employment in SIC 58 grew by 7,516 workers or 33 percent. The specific occupation of Waiters and Waitresses grew by 2,188 workers or 29 percent.

Our sample consisted of 139 units representing employment of 7,085. Usable responses were received from 91 units or 65 percent of the units sampled. The reported employment was 4,460.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	65008	Waiters and Waitresses	9,733
2	65038	Food Preparation Workers	2,225
3	65041	Combined Food Preparation and Service Workers	2,153
4	65026	Cooks, Restaurant	2,130
5	65032	Cooks, Specialty Fast Food	2,033
6	65017	Counter Attendants-Lunchroom, Coffee Shop, or Cafeteria	1,830
7	49023	Cashiers	1,598
8	65005	Bartenders	1,405
9	15026	Food Service and Lodging Managers	1,280
10	65002	Host and Hostesses-Restaurant, Lounge or Coffee Shop	1,104

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
EATING AND DRINKING PLACES
(SIC 58)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
TOTAL ALL OCCUPATIONS		30,484	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	1,862	6.1				
Food Service and Lodging Managers	15026	1,280	4.2	30	1,664	896	47.3
General Managers and Top Executives	19005	541	1.8	19	642	440	42.9
All Other Managers and Administrators	19999	41	0.1	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	226	0.7				
Accountants and Auditors	21114	138	0.4	34	185	91	13.2
All Other Management Support Workers	21999	9	*	NA	-	-	NA
All Other Professionals, Paraprofessionals and Technical Workers	39999	79	0.3	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	1,650	5.4				
Cashiers	49023	1,598	5.2	31	2,089	1,107	33.0
All Other Sales and Related Workers	49999	52	0.2	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	537	1.8				
Bookkeeping, Accounting, and Auditing Clerks	55338	232	0.8	25	291	173	26.4
All Other Clerical and Administrative Support Workers	59999	305	1.0	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	26,087	85.6				
First Line Supervisors and Manager/Supervisors-Service	61000	496	1.6	21	601	391	25.3

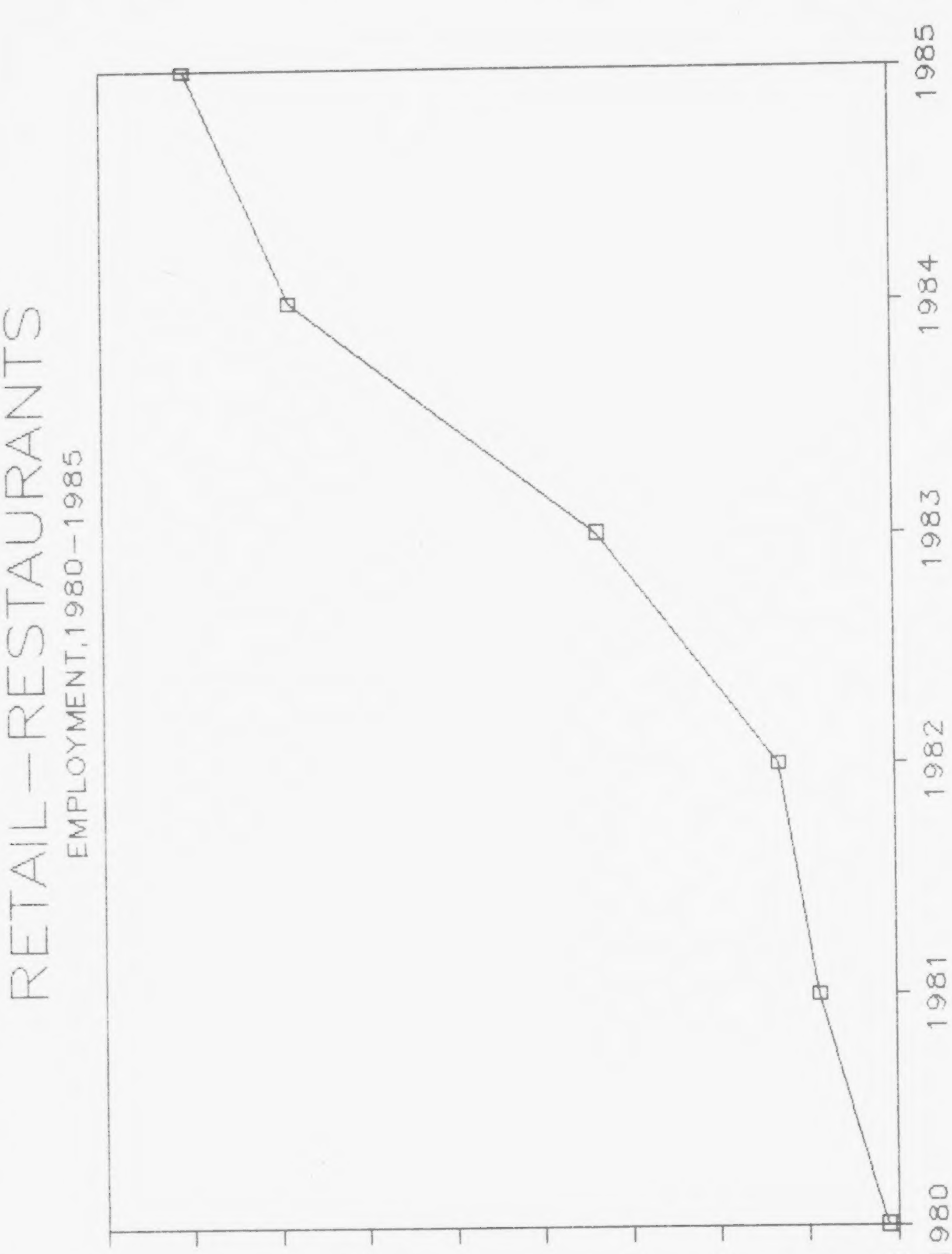
STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
EATING AND DRINKING PLACES
(SIC 58)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Host and Hostesses-Restaurant, Lounge Or Coffee Shop	65002	1,104	3.6	17	1,294	914	45.1
Bartenders	65005	1,405	4.6	15	1,614	1,196	50.5
Waiters and Waitresses	65008	9,733	31.9	8	10,496	8,970	74.7
Dining Room and Cafeteria Attendants, and Bartender Helpers	65014	916	3.0	35	1,234	598	24.2
Counter Attendants-Lunchroom, Coffee Shop, Or Cafeteria	65017	1,830	6.0	34	2,459	1,201	14.3
Cooks, Restaurant	65026	2,130	7.0	12	2,393	1,867	59.3
Cooks, Specialty Fast Food	65032	2,033	6.7	26	2,557	1,509	20.9
Cooks, Short Order	65035	421	1.4	34	565	277	15.4
Food Preparation Workers	65038	2,225	7.3	20	2,668	1,782	45.1
Combined Food Preparation and Service Workers	65041	2,153	7.1	32	2,838	1,468	16.5
All Other Food Service Workers	65099	934	3.1	NA	-	-	NA
Janitors and Cleaners, Except Maids and House-keeping Cleaners	67005	563	1.8	28	719	407	23.1
All Other Service Workers	69999	144	0.5	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	122	0.4				
All Other Mechanics, Installers, and Repairers	85999	64	0.2	NA	-	-	NA
All Other Construction Trades Workers	87899	5	*	NA	-	-	NA
All Other Transportation and Related Workers	97899	53	0.2	NA	-	-	NA

* Less Than 0.05 Percent

THE SIX MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
(SIC 58)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	65008	Waiters and Waitresses	74.7
2	65026	Cooks, Restaurant	59.3
3	65005	Bartenders	50.5
4	15026	Food Service and Lodging Managers	47.3
5	65002	Host and Hostesses-Restaurant, Lounge or Coffee Shop	45.1
5	65038	Food Preparation Workers	45.1


RETAIL—RESTAURANTS
EMPLOYMENT, 1980–1985
EMPLOYMENT
(Thousands)
29
28
27
26
25
24
23
22
21
20
1980
1981
1982
1983
1984
1985
YEAR

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
MISCELLANEOUS RETAIL
(SIC 59)

This major group includes retail establishments not classified elsewhere. Within this group, the largest industry is SIC-594-Miscellaneous Shopping Goods Stores.

Compared to a similar survey in 1982, employment in SIC 59 grew by 2,144 workers or 21 percent. Employment gains were reported in all occupational groups except Production which lost 265 workers.

Our sample consisted of 471 units representing employment of 8,066. Usable responses were received from 362 units or 77 percent of the units sampled. The reported employment was 6,278.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49011	Salespersons, Retail	3,478
2	19005	General Managers, and Top Executives	1,014
3	49023	Cashiers	969
4	49021	Stock Clerks, Sales Floor	760
5	55347	General Office Clerks	486
6	55338	Bookkeeping, Accounting, and Auditing Clerks	461
7	32517	Pharmacists	439
8	85902	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	312
9	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	304
10	97105	Truck Drivers, Light-Include Delivery and Route Workers	251

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	61.9
2	49011	Salespersons, Retail	59.9
3	55338	Bookkeeping, Accounting, and Auditing Clerks	36.7
4	55347	General Office Clerks	19.9
5	49021	Stock Clerks, Sales Floor	19.3

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
MISCELLANEOUS RETAIL
(SIC 59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		12,130	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	1,307	10.8				
Financial Managers	13002	38	0.3	19	45	31	4.1
Personnel, Training, and Labor Relations Managers	13005	21	0.2	15	24	18	1.4
Purchasing Managers	13008	190	1.6	21	230	150	14.9
Marketing, Advertising, And Public Relations Managers	13011	13	0.1	2	13	13	1.1
General Managers And Top Executives	19005	1,014	8.4	5	1,065	963	61.1
All Other Managers And Administrators	19999	31	0.2	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	1,098	9.1				
Accountants and Auditors	21114	74	0.6	15	85	63	8.0
All Other Financial Specialists	21199	4	*	NA	-	-	NA
Wholesale and Retail Buyers, Except Farm Products	21302	208	1.7	11	230	186	12.4
All Other Management Support Workers	21999	10	0.1	NA	-	-	NA
Computer Programmers	25105	30	0.3	13	34	26	1.9
Pharmacists	32517	439	3.6	8	472	406	13.5
All Other Health Professionals, Paraprofessionals, and Technicians	32999	48	0.4	NA	-	-	NA
Photographers	34023	21	0.2	40	29	13	1.1
Artists and Related Workers	34035	14	0.1	12	16	12	1.1
Designers	34038	220	1.8	16	256	184	6.9
All Other Professionals, Paraprofessional and Technical Workers	39999	30	0.3	NA	-	-	NA

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
MISCELLANEOUS RETAIL
(SIC 59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
SALES OCCUPATIONS	40000-19999	5,590	46.1				
First Line Supervisors And Manager/Supervisors-Sales And Related Occupations	41002	304	2.5	9	332	276	19.1
Salespersons, Retail	41011	3,478	28.6	5	3,656	3,300	59.9
Stock Clerks, Sales Floor	49021	760	6.3	16	878	642	19.3
Cashiers	49023	969	8.0	14	1,108	830	17.4
All Other Sales And Related Workers	49999	79	0.7	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,959	16.1				
First Line, Supervisors And Managers/Supervisors-Clerical And Administrative Support Occupations	51002	17	0.1	27	22	12	1.7
Adjustment Clerks	53123	19	0.2	5	20	18	0.8
Secretaries	55100	214	1.8	12	239	189	16.9
Order Clerks-Materials, Merchandise, And Service	55323	131	1.1	13	148	114	5.2
Bookkeeping, Accounting, And Auditing Clerks	55338	461	3.8	7	491	431	36.7
Billing, Cost And Rate Clerks	55344	84	0.7	16	98	70	7.5
General Office Clerks	55347	486	4.0	13	551	421	19.9
Computer Operators, Except Peripheral Equipment	56011	13	0.1	26	16	10	1.4
Data Entry Keyers, Except Composing	56017	31	0.3	16	36	26	1.4
All Other Office Machine Operators	56099	6	*	NA	-	-	NA
Mail Clerks, Except Mail Machine Operators and Postal Service	57302	22	0.2	16	25	19	1.1
Stock Clerks-Stockroom, Warehouse Or Storage Yard	58023	141	1.2	27	179	103	6.9
Order Fillers, Wholesale and Retail Sales	58026	121	1.0	14	138	104	5.5

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
MISCELLANEOUS RETAIL
(SIC 59)

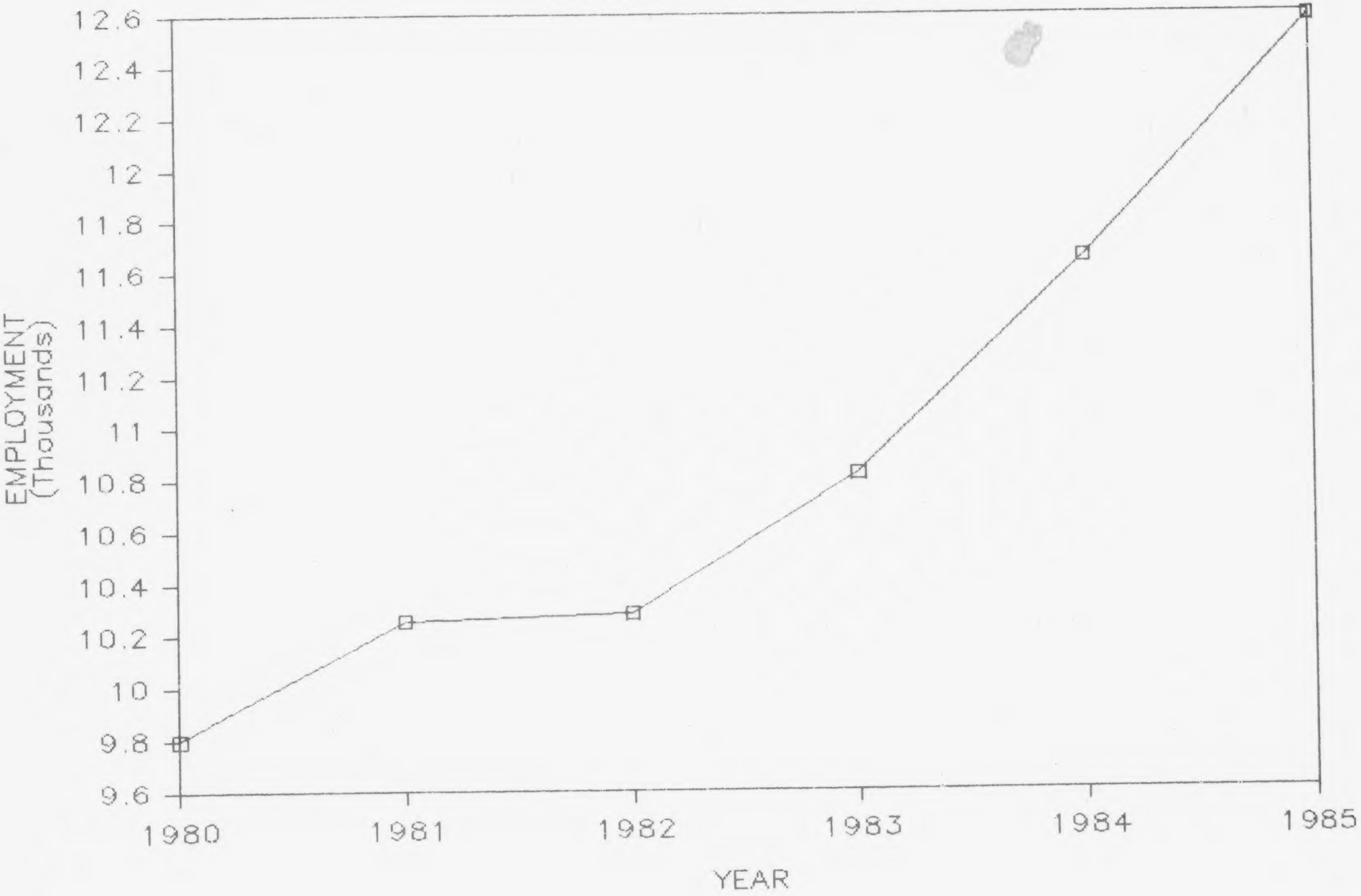
OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Traffic, Shipping, and Receiving Clerks	58028	152	1.2	8	165	139	7.2
All Other Material Recording, Scheduling, and Distributing Workers	58099	13	0.1	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	48	0.4	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	472	3.9				
Food Preparation Workers	65038	83	0.7	35	112	54	3.3
All Other Food Service Workers	65099	106	0.9	NA	-	-	NA
Pharmacy Assistants	66026	188	1.5	31	247	129	6.4
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	83	0.7	19	99	67	7.2
All Other Service Workers	69999	12	0.1	NA	-	-	NA
AGRICULTURAL, FORESTRY, FISHING AND RELATED OCCUPATIONS	70000-79999	43	0.3	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND MATERIAL HANDLING OCCUPATIONS	80000-98999	1,661	13.7				
All Other First Line Supervisors and Manager/ Supervisors-Production, Construction, Maintenance and Related	81099	2	*	NA	-	-	NA
All Other Inspectors, Testers, and Related Occupations	83099	8	0.1	NA	-	-	NA
Maintenance Repairers, General Utility	85132	47	0.4	28	60	34	5.0
Automotive Mechanics	85302	17	0.1	43	24	10	1.9

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
MISCELLANEOUS RETAIL
(SIC 59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Bus and Truck Mechanics and Diesel Engine Specialists	85311	14	0.1	23	17	11	2.5
Electric Home Appliance and Power Tool Repairers	85711	16	0.1	22	20	12	1.1
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	312	2.6	8	336	288	12.2
Watchmakers	85917	10	0.1	45	14	6	0.8
Office Machine and Cash Register Servicers	85926	20	0.2	41	28	12	0.8
Gas Appliance Repairers	85944	40	0.3	27	51	29	3.3
Coin and Vending Machine Servicers and Repairers	85947	58	0.5	25	72	44	2.8
Bicycle Repairers	85951	55	0.5	38	76	34	2.2
All Other Mechanics, Installers and Repairers	85999	32	0.3	NA	-	-	NA
All Other Construction Trades Workers	87899	5	*	NA	-	-	NA
Jewelers and Silversmiths	89123	35	0.3	33	46	24	1.9
All Other Precision Workers	89999	7	0.1	NA	-	-	NA
All Other Machine Operators and Tenders	92998	4	*	NA	-	-	NA
All Other Hand Workers	93999	44	0.4	NA	-	-	NA
Truck Drivers, Heavy Or Tractor Trailer	97102	246	2.0	18	290	202	10.2
Truck Drivers, Light-Include Delivery and Route Workers	97105	251	2.0	18	295	207	13.3
Driver/Sales Workers	97117	183	1.5	19	217	149	5.2
Service Station Attendants	97805	108	0.9	29	139	77	3.9
All Other Transportation and Related Workers	97899	13	0.1	NA	-	-	NA
All Other Material Moving Equipment Operators	97999	3	*	NA	-	-	NA
Freight, Stock, and Material Movers, Hand	98700	32	0.3	24	40	24	4.1
All Other Helpers, Laborers and Material Movers, Hand	98999	99	0.8	NA	-	-	NA

RETAIL—MISCELLANEOUS

EMPLOYMENT,1980–1985



ANNUAL AVERAGE EMPLOYMENT IN NEW HAMPSHIRE
WHOLESALE AND RETAIL TRADE
1980-1985

SIC	INDUSTRY	AVERAGE EMPLOYMENT 1980	1981	1982	1983	1984	1985
50-59	Trade	85,431	88,943	88,460	94,098	104,616	111,709
50	Wholesale Trade-Durable	9,105	9,898	9,459	10,191	11,233	12,394
51	Wholesale Trade-Nondurable	6,380	6,608	6,335	6,373	6,794	6,877
52	Building Materials	3,628	3,595	3,518	3,623	3,965	4,376
53	Retail-General	8,326	8,455	8,035	8,779	9,400	10,120
54	Retail-Food	13,740	14,789	14,999	15,648	17,363	18,448
55	Retail-Automobile	7,850	7,946	7,961	8,199	9,413	10,116
56	Retail-Apparel	3,950	3,980	3,967	4,269	4,557	4,876
57	Retail-Furniture	2,554	2,552	2,595	2,844	3,388	3,880
58	Retail-Eat & Drink	20,100	20,866	21,309	23,351	26,848	28,037
59	Retail-Miscellaneous	9,798	10,254	10,282	10,821	11,655	12,585

ESTIMATES COVERING THE FOLLOWING OCCUPATIONS WERE NOT SHOWN
SEPARATELY BECAUSE THEY DID NOT MEET THE CRITERIA FOR PUBLICATION. (SEE APPENDIX)
THEY WERE HOWEVER ADDED TO THE APPROPRIATE "ALL OTHER" OR RESIDUAL CATEGORY
AN X IS PLACED IN THE SQUARE CORRESPONDING TO THE SIC AND OCCUPATION ADDED TO THE "ALL OTHER" CATEGORY*

OCCUPATIONAL TITLE	STANDARD INDUSTRIAL CLASSIFICATION												
	50-59	50-51	52-59	50	51	52	53	54	55	56	57	58	59
Accountants and Auditors							X						
Adjustment Clerks				X	X					X			
Administrative Services Managers		X			X		X		X	X			X
Aircraft Engine Specialists													
Aircraft Mechanics	X		X						X				
Artists and Related Workers				X	X								
Assemblers and Fabricator's Except Machine, Electrical, Electronic & Precision		X		X	X						X		X
Automotive Body and Related Repairers													
Automotive Mechanics					X	X	X						
Bakers, Bread and Pastry							X					X	X
Bartenders													
Bicycle Repairers							X						
Bill and Account Collectors		X		X	X		X	X		X			X
Billing, Cost and Rate Clerks										X	X	X	
Billing, Posting, and Calculating Machine Operators								X	X				X
Bookkeeping, Accounting & Auditing Clerks												X	
Budget Analysts	X	X	X		X								X
Bus and Truck Mechanics, and Diesel Engine Specialists						X							
Butchers and Meat Cutters												X	
Cabinetmakers and Bench Carpenters											X		
Camera and Photographic Equipment Repairers	X		X										X
Carpenters		X		X				X			X		
Carpet Cutters, Diagrammers, and Seamers													
Carpet Installers													
Cashiers													
Ceiling Tile Installers and Acoustical Carpenters													
Coin and Vending Machine Servicers and Repairers													
Combined Food Preparation and Service Workers							X						
Communications, Transportation & Utilities Operations Managers						X		X				X	X
Computer Operators, Except Peripheral Equipment							X		X	X			
Computer Programmers						X							
Computer Programmer Aides		X	X			X							X
Conveyor Operators and Tenders	X	X	X	X	X								X
Cooks, Institution or Cafeteria	X		X										X
Cooks, Restaurant							X						
Cooks, Short Order								X	X				X
Cooks, Specialty Fast Food													

OCCUPATIONAL TITLE	STANDARD INDUSTRIAL CLASSIFICATION												
	50-59	50-51	52-59	50	51	52	53	54	55	56	57	58	59
Correspondence Clerks		X		X									
Cost Estimators	X		X			X			X				
Counter and Rental Clerks		X		X			X	X	X				X
Counter Attendants-Lunchroom, Coffee Shop, or Cafeteria							X						X
Crane and Tower Operators	X	X		X									
Credit Authorizers		X	X	X	X	X	X						
Credit Checkers	X	X	X	X	X	X							
Custom Tailors and Sewers							X						
Data Entry Keyers, Except Composing						X			X	X			
Data Processing Equipment Repairers													
Demonstrators, Promoters, and Models	X	X	X	X			X						X
Designers, Except Interior Designers							X				X		
Detectives and Investigators, Except Public								X					X
Dining Room and Cafeteria Attendants, and Bartender Helpers													
Dispatchers-Except Police, Fire and Ambulance		X		X	X		X						X
Drafters			X		X	X							
Driver/Sales Workers						X			X				
Electrical and Electronic Engineers													
Electrical and Electronic Engineering Technicians and Technologists			X		X						X		
Electricians	X	X	X	X								X	
Electric Home Appliance and Power Tool Repairers		X		X			X						
Electronic Home Entertainment Equipment Repairers									X		X		
Electrical Installers and Repairers, Transportation Equipment	X		X					X	X		X		
Farm Equipment Mechanics													
Fence Erectors													
File Clerks					X	X			X				X
Financial Managers							X	X		X	X	X	
First Line Supervisors and Manager/Supervisors-Clerical & Administrative Support Occupations							X					X	
First Line Supervisors and Manager/Supervisors-Mechanics, Installers & Repairers							X						X
First Line Supervisors and Manager/Supervisors-Service							X	X	X		X		X
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations						X					X		
Floor Layers, Except Carpet, Wood and Hard Tile											X		
Floor Sanding Machine Operators													
Food Preparation Workers									X				
Food Service and Lodging Managers							X	X					
Freight, Stock and Material Movers, Hand							X	X		X			
Furniture Finishers	X		X								X		
Gardeners and Groundskeepers, Except Farm		X	X		X			X					X
Gas Appliance Repairers											X		
General Managers and Top Executives													
General Office Clerks												X	
Glaziers													

OCCUPATIONAL TITLE	STANDARD INDUSTRIAL CLASSIFICATION												
	50-59	50-51	52-59	50	51	52	53	54	55	56	57	58	59
Graders and sorters, Agricultural Products													
Guards and Watch Guards	X		X			X						X	
Hairdressers, Hairstylists, and Cosmetologists													
Hand Packers and Packagers							X						X
Heating, Air Conditioning & Refrigeration Mechanics					X			X			X		
Hoist and Winch Operators	X	X		X									
Hosts and Hostesses-Restaurant, Lounge or Coffee Shop							X						
Industrial Truck and Tractor Operators							X						
Installers and Repairers-Manufactured Buildings, Mobile Homes & Travel Trailers													
Interior Designers		X		X	X								
Janitors and Cleaners, Except Maids and Housekeeping Cleaners													
Jewelers & Silversmiths													
Life Scientists													
Machinery Maintenance Mechanics	X		X				X						
Machinists					X								
Maids and Housekeeping Cleaners											X	X	
Mail Clerks, Except Mail Machine Operators and Postal Service		X			X								
Maintenance Repairers, General Utility							X	X		X	X	X	
Marking Clerks													
Marketing, Advertising, and Public Relations Managers						X	X	X			X	X	
Mechanical Engineering Technicians & Technologists													
Mechanical Engineers	X	X	X	X			X						
Mechanic and Repairer Helpers				X	X								
Merchandise Displayers & Window Trimmers		X		X			X						X
Mobile Heavy Equipment Mechanics, Except Engines													
Motorcycle Repairers													
Musical Instrument Repairers & Tuners	X		X								X		
Musicians, Instrumental	X		X									X	
News and Street Venders, Telephone Solicitors, and Door-To-Door Sales Workers							X						X
Nursery Workers	X		X			X		X					X
Office Machine & Cash Register Servicers					X								
Opticians, Dispensing & Measuring	X		X										X
Order Clerks-Materials, Merchandise and Service										X			
Order Fillers, Wholesale & Retail Sales										X			
Packaging & Filling Machine Operators & Tenders									X				
Painters, Transportation Equipment	X		X										
Painters and Paperhangers, Construction & Maintenance	X	X	X	X		X	X						X
Payroll and Timekeeping Clerks		X		X	X		X	X			X		X
Peripheral EDP Equipment Operators													

OCCUPATIONAL TITLE	STANDARD INDUSTRIAL CLASSIFICATION												
	50-59	50-51	52-59	50	51	52	53	54	55	56	57	58	59
Personnel Clerks, Except Payroll and Timekeeping							X		X	X			X
Personnel, Training, and Labor Relations Managers				X	X		X					X	
Personnel, Training, and Labor Relations Specialists		X		X	X		X	X					
Pharmacists						X		X					
Pharmacy Assistants						X							
Photographers		X			X							X	
Physical and Life Science Technicians and Technologists													
Physical Scientists	X		X										X
Production Inspectors, Testers, Graders, Sorters, Samplers and Weighers		X	X	X									X
Purchasing Agents & Buyers, Farm Products			X	X	X			X			X		
Purchasing Agents, Except Wholesale, Retail and Farm Products	X		X					X				X	X
Purchasing Managers							X					X	
Receptionists and Information Clerks						X						X	X
Registered Nurses													
Sales Engineers	X	X	X	X							X		
Salespersons, Parts						X	X						X
Salespersons, Retail													
Sales Representatives, Except Scientific and Related Products or Services and Retail													X
Sales Representatives, Scientific and Related Products and Services-Except Retail													
Secretaries								X				X	
Service Station Attendants				X									
Sewing Machine Operators, Garment	X	X	X	X						X			
Sewing Machine Operators, Non-garment											X		X
Sheet Metal Workers													
Small Engine Specialists											X		X
Stenographers	X	X			X								
Stock Clerks, Sales Floor									X				
Stock Clerks-Stockroom Warehouse or Storage Yard													
Switchboard Operators						X	X		X				X
Systems Analysts, Electronic Data Processing					X	X						X	X
Tire Repairers and Changers													
Traffic Shipping, and Receiving Clerks									X				
Truck Drivers, Heavy or Tractor Trailer							X	X					
Truck Drivers, Light-Include Delivery and Route Workers							X	X		X		X	
Typists			X			X			X				X
Typists, Word Processor			X	X	X								X
Upholsterers													
Vehicle Washers & Equipment Cleaners		X		X									
Waiters and Waitresses								X					X
Watchmakers													
Weighers, Measurers, Checkers and Samplers-Recordkeeping	X		X								X		

OCCUPATIONAL TITLE	STANDARD INDUSTRIAL CLASSIFICATION													
	50-59	50-51	52-59	50	51	52	53	54	55	56	57	58	59	
Welders and Cutters														
Wood Machinists														
Wholesale and Retail Buyers, Except Farm Products								X						
Writers and Editors	X		X										X	

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* Some of the occupations do not have any entries in the squares corresponding to the SIC'S. These occupations were added to the "All Other Categories" for either the Regulated Industries, Education or Government sectors of the 1985 Balance of Nonmanufacturing Survey

APPENDIX

The OES coding structure provides for the allocation of occupations reported into seven major categories. Specifically these occupational categories are as follows:

10000-19999 I. Managerial and Administrative Occupations

Includes top and middle level managers, administrators, and executives. Primary duties are policy making, planning, staffing, directing or controlling the activities of industrial, commercial, governmental or other establishments. Typical examples are: Corporate Officers; Plant Managers; Branch Managers; District Managers; Production Superintendents; General Superintendents; and Managers of such departments as budget, purchasing, sales and distribution, advertising, public relations, personnel and training, etc.

20000-39000 II. Professional, Paraprofessional and Technical Occupations

Includes persons concerned with the theoretical or practical aspects of such fields as science, art, education, law and business relations where substantial post-secondary educational preparation or equivalent on-the-job training or experience is required. Typical examples are: Architects; Engineers; Metallurgists; Physicists; Mathematicians; Statisticians; Biologists; Economists; Accountants and Auditors; Purchasing Agents; Public Relations Practitioners; Personnel and Training Specialists (other than departmental managers); Lawyers; Physicians and Surgeons; Registered Nurses; Editors and Writers; Teachers; Air Traffic Controllers; Computer Programmers; Drafters; and Chemical Technicians (except Health).

40000-49000 III. Sales and Related Occupations

Includes persons selling goods or services and others directly related to sales. Typical examples are: Sales Agents and Placers; Insurance; Sales Engineers; Cashiers; and Salespersons, Retail.

50000-59999 IV. Clerical and Administrative Support Occupations

Includes persons performing office and plant clerical tasks such as typing, filing, computer operating, records keeping (personnel, stock, production, billing, etc.); and mail preparation and distributing.

60000-69999 V. Service Occupations

Includes workers in occupations relating to protective service, food service, health assisting service, cleaning and building service and personal service.

70000-79999 VI. Agricultural, Forestry, Fishing and Related Occupations

Includes workers concerned with agricultural production, forestry, and fishing. Also included in this division are agriculture related workers such as animal caretakers and groundskeepers.

80000-98999 VII. Production, Construction, Operating, Maintenance and Material Handling Occupations

Includes all skilled, semiskilled and unskilled workers performing machine and manual tasks involving production, construction, operating, maintenance, repair and material handling operations.

METHODOLOGY

A. Sample and Survey Response

The second quarter of the 1984 report of employment and wages covered by the New Hampshire Unemployment Compensation Law was used as the sampling frame for this survey. The Wholesale and Retail Trade establishments were stratified by three digit SIC'S (Standard Industrial Classification) and by size class. Any unit with two hundred fifty or more employees was automatically included in the sample.

The actual reported survey period varied by industry and was either the week including April 12, May 12, or June 12, 1985 as designated by the U.S. Bureau of Labor Statistics.

Usable responses were received from 1,799 establishments or 76 percent of the 2,367 units surveyed. Employment reported by these units accounted for 76 percent of the total surveyed employment. The survey was conducted by mail and consisted of an initial mailing and three followups. Phone calls were made when needed to insure the validity of the estimates.

B. Estimating Procedure

All usable employer questionnaires were separated into seven employment size groups by industry. For example, establishments with employment of 4 - 9 would be in one size class and those with employment of 10 - 19 would be in another size class, etc. One class size in one industry represents an estimating cell. All establishments in a given estimating cell were assigned a sample weight which is the inverse of the sampling ratio. For example, if the reported employment in a specific occupation for an establishment is 100, and only one out of two establishments in this estimating cell is included in the sample, the weight assigned to this establishment would be the inverse of 1/2 which is two, and for estimating purposes, the 100 employment would have a representation of 200 (2 X 100). The employment for any specific occupation in each establishment is blown-up (inflated) by its sample weight and summed for all sample establishments in the cell. A ratio is then obtained by dividing this sum by the weighted total employment. This ratio is multiplied by the benchmark employment for that estimating cell corresponding to the survey month of April, May or June 1985 depending on the industry being estimated. This yields the occupational make-up of the estimating cell for the month. Finally, the employment in like occupations are summed across all employment size classes within the three-digit SIC (Standard Industrial Classification) level to arrive at a total industry employment for each occupation.

C. Variance

Variance is defined as the difference between an expected universe count of an occupation and the actual sample count obtained in a survey. It is computed for each occupation at the estimating cell level. An estimating cell is composed of all establishments in one size class in one industry. The variance for an occupational estimate is the squared and weighted sample observations times a series of correction factors.[1] The sum of the squared and weighted sample observations is derived from summation formulas dealing with weights assigned to establishments, total employment reported by establishments, and employment reported by establishments for specific occupations. The series of correction factors are derived from summation formulas dealing with benchmark employment less employment for volunteer reports, total employment reported by establishments, and the square of estimating cell benchmark factors (which are calculated by dividing the cell's benchmark employment by weighted total employment for the cell).

D. Sampling Error

Sampling error is defined as the difference between the estimated data derived from a sample and the data which would be expected if the entire universe of employers were surveyed. It is calculated by taking the square root of the variance of the estimates. In this publication, sampling error is measured on a 68 percent degree of confidence level or one standard deviation. For example, if an estimate of 100 has an associated sampling error of 10 the probability is 68 percent, or two chances out of three, that the true population value would be somewhere between 90 and 110.

E. Relative Error

Relative error expresses the sampling error as a percentage of the estimate. It is derived by dividing the sampling error (or square root of the variance) by the estimate and then multiplying by 100. For example, to illustrate the use of relative error, automotive dealers (SIC 55) lists an estimated total of 1,734 automotive mechanics with a relative error of 5 percent. This indicates, at the 68 percent confidence level, the probability is two chances out of three that the results of a universe count of automobile mechanics would not differ from the estimate by more than 92 or an estimated high of 1,826 or low of 1,642. Any specific occupation with ten or more employees and relative error 50 percent or less was published separately in this report except in industries 53, 57, and 58, where a relatively poor survey response restricted the relative error to the 35 percent level. Relative error was computed only for specific occupations and not for residual categories or occupational groupings.

F. Nonsampling Error

The results of this survey are subject to biases and other nonsampling errors. Although careful editing and screening steps were taken, such errors could arise from faulty questionnaire design, ineffective processing techniques, inaccuracy of data furnished, or the inability to collect data as defined. Non-respondents are a source of nonsampling error for which corrective measures are not available. The possibility of these errors was recognized from the beginning and every effort was made for their elimination.

Percent of firms reporting each occupation could not be readily calculated for groups of occupations, but only for specific occupations.

I. OES STATE OPERATIONS MANUAL U.S. DEPT OF LABOR BUREAU OF LABOR STATISTICS JULY 1986 8-50.

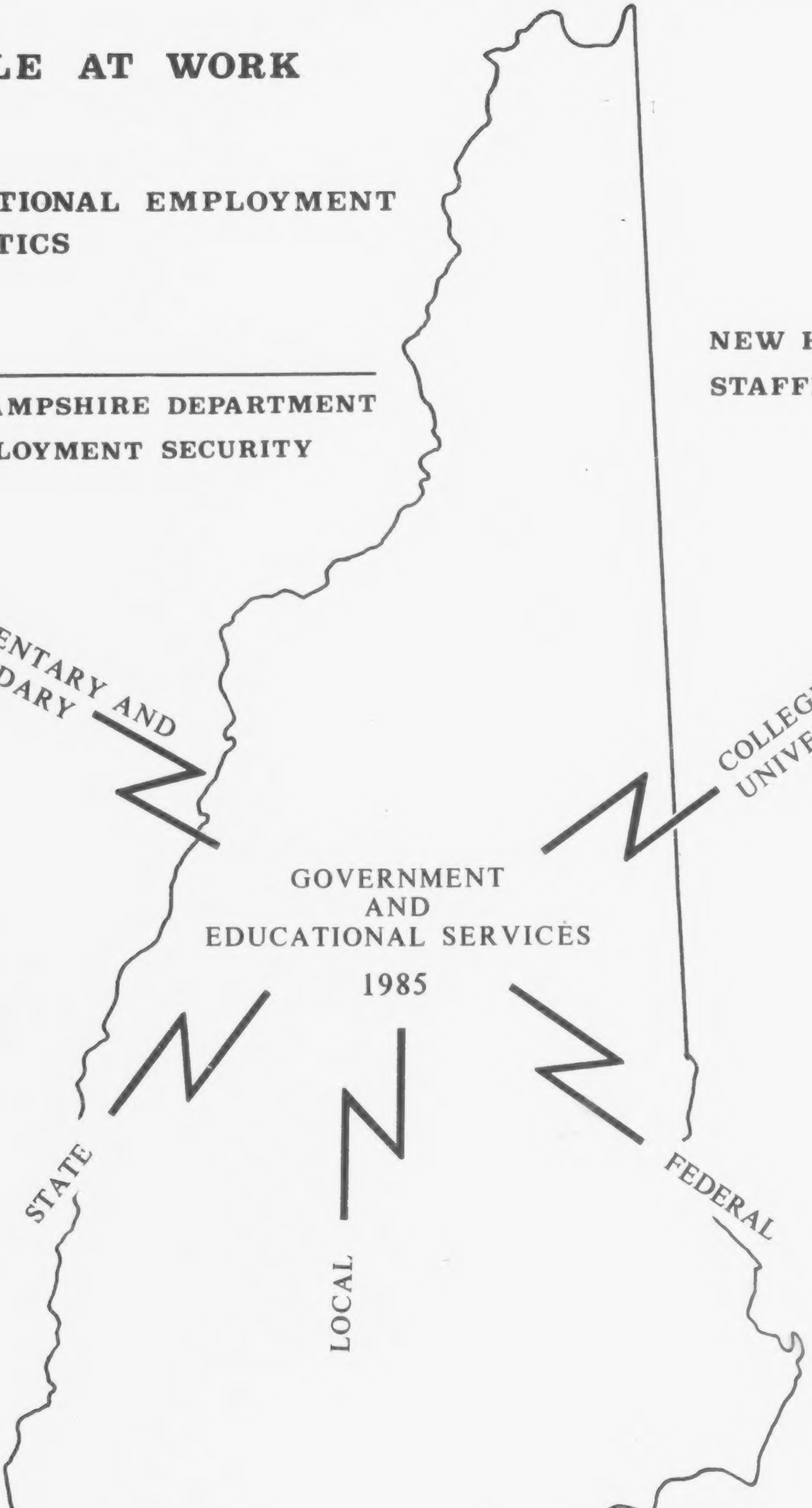
S5205-2.15-4

PEOPLE AT WORK

OCCUPATIONAL EMPLOYMENT STATISTICS

NEW HAMPSHIRE DEPARTMENT
OF EMPLOYMENT SECURITY

NEW HAMPSHIRE STAFFING PATTERNS



GOVERNMENT AND EDUCATIONAL SERVICES

1985

ELEMENTARY AND SECONDARY
COLLEGES AND UNIVERSITIES
STATE
LOCAL
FEDERAL

NEW HAMPSHIRE STAFFING PATTERNS

IN

GOVERNMENT AND EDUCATIONAL SERVICES

1985

An Occupational Employment Statistics Survey
Conducted By The
Economic Analysis and Reports Section
NEW HAMPSHIRE DEPARTMENT OF EMPLOYMENT SECURITY
In Cooperation With The
U. S. BUREAU OF LABOR STATISTICS

Published January 1987

Wesley S. Noyes, Jr., Supervisor

William Halm, Labor Market Analyst II

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PREFACE

Our sincere appreciation is extended to those employers who participated in this survey. Without their support, this publication would not have been possible.

We also would like to express our thanks to the United States Department of Labor, both at the regional level in Boston, MA and the national level in Washington, D.C. for their help in the Federal-State Cooperative effort.

This report was prepared by the New Hampshire Occupational Employment Statistics (OES) Program staff William Halm, with programming and data processing support provided by Richard Ricard, and typing by Madaline S. Moulton.

Your comments and suggestions as well as requests for more information are most welcome. We may be reached at the following address:

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INTRODUCTION

The United States Department of Labor initiated the OES program in mid 1971 to meet the increasing demand for current occupational data. The program consists of three distinct segments: The survey; the industry-occupational matrix and the industry employment projections. This publication only presents the survey phase of the program.

The OES survey is a periodic mail survey of a sample of establishments selected from the ES-202. The survey is conducted over a three year cycle. Manufacturing and Hospitals are surveyed in the first year; one half the nonmanufacturing industries in the second year; and the remainder of nonmanufacturing industries in the third year. Data are collected from employing establishments primarily by mail with telephone followups and personal visits when an establishment's response is critical to the survey. The OES survey is based on a random sample, stratified by industry and size, and designed to represent the total or "universe" of establishments covered in the survey. These data are then used to estimate total nonfarm wage and salary employment by occupation and industry for the state and selected substate areas.

The industry-occupational matrix is a chart, or array which is divided into columns and rows. The columns represent divisions of industry, such as manufacturing, finance, insurance and real estate (FIRE), Wholesale and Retail Trade and Services. The rows represent large occupational groupings, including professional, paraprofessional and technical workers, clerical workers and sales workers. Each column and row is subdivided to provide a more detailed matrix of industries and occupations. For example, in the banking industry, tellers are listed in the clerical group, and computer programmers are listed in the professional, paraprofessional and technical group. Also the banking industry is part of the finance, insurance and real estate division.

The industry employment projections by occupation are based on knowing the staffing pattern or occupational makeup of the industry (as determined by the OES survey) and the industry employment for the target year. The industry employment is projected to the target year using a statistical technique called "regression analysis." The projected occupational employment is obtained by applying the adjusted staffing pattern ratios.

Between April 1985 and June 1986, the New Hampshire Department of Employment Security conducted an occupational employment survey of State and Local Government and Educational Services by means of a questionnaire. This report was compiled from usable returns from the original mailing plus three follow-ups. As used in this report, Standard Industrial Classification (SIC) defines industries according to composition and structure and spans the entire field of economic activities. Industrially classified statistics are used not only to show how industries have performed over past years but to indicate emerging and rapidly growing industries. No comparison between 1985 occupational estimates and the data from previous OES surveys was possible due to changes in the occupational coding system.

The goal of the OES program is to direct training programs to meet both current and long-range personnel needs. To that end, it is an invaluable tool enabling employers, educational planners, manpower analysts, economists and other users to intelligently deal with inequities in the supply and demand of workers in specific occupations on the local, state or national level.

FEDERAL[1], STATE, AND LOCAL GOVERNMENT OCCUPATIONAL EMPLOYMENT

This division includes the legislative, judicial, administrative and regulating activities of federal, state and local governments in New Hampshire.

From 1980 to 1985 government employment[2] in New Hampshire increased by one thousand workers. State and local governments added 300 and 700 workers respectively while the federal government remained the same.
See Chart 1)

Over 70 percent of the federal government workers are located in Hillsborough and Rockingham counties. With the exception of the Postal Service, the largest employers in these counties are the Veterans Administration Hospital in Manchester, the Federal Aviation Administration, Air Traffic Control Center in Nashua and Pease Air Force Base at Newington. Almost 55 percent of state workers are located in Concord with another 15 percent in Laconia, Manchester, Hooksett and Portsmouth. Local government workers were scattered through 10 counties, 13 cities, 224 towns and villages and approximately 50 miscellaneous units including water authorities, fire districts, etc. Over 55 percent of local government employees are located in Hillsborough, Rockingham and Merrimack Counties.

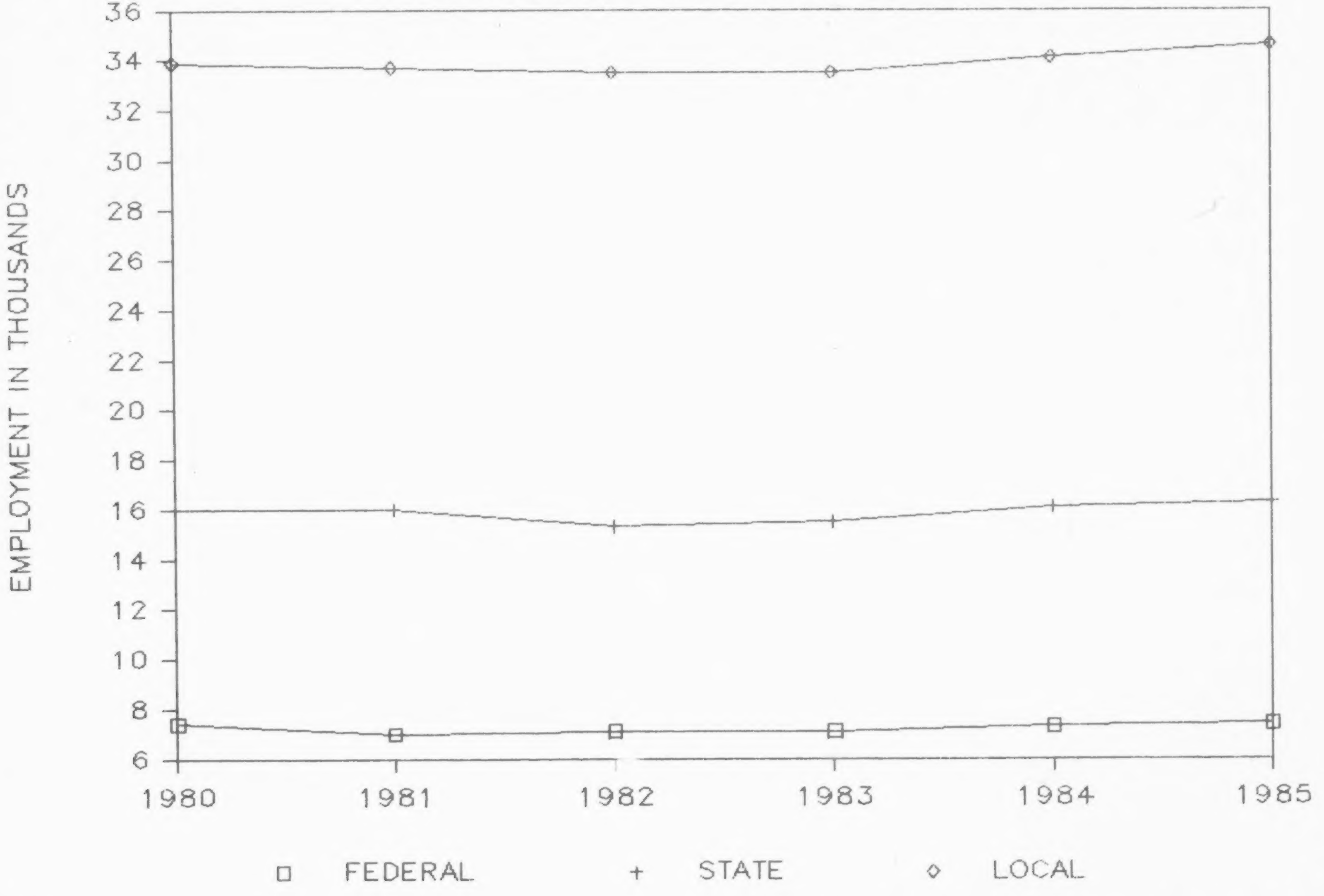
Survey forms were mailed to 46 local government units representing employment of 8,694. Usable responses were received from 39 units or 85 percent of the units sampled. The reported employment was 7,900 or 91 percent of the employment in the sample.

1. Employees at the Portsmouth Naval Shipyard are no longer included in New Hampshire Federal Government Employment.

2. Supplement to Employment, Hours, and Earnings, States and Areas, Data for 1980-84, Economic conditions in New Hampshire, January 1986.

CHART 1

GOVERNMENT EMPLOYMENT 1980–1985



THE FIFTEEN FEDERAL GOVERNMENT OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS

The fifteen specific occupations listed below by employment size comprise only 16.3 percent of the grand total of 92 specific occupations employing ten or more workers but total over 50.0 percent of the 7,477 workers employed by the Federal Government in New Hampshire.

RANK	OCCUPATIONAL TITLE	OES CODE	OCT. 1985 EMP.	PERCENT OF TOTAL
1	Mail Carriers, Postal Service	57305	904	12.1
2	Traffic, Shipping, and Receiving Clerks	58028	813	10.9
3	Clerks, Postal Service	57308	452	6.0
4	Airplane Dispatchers and Air Controllers	39002	381	5.1
5	Postmasters and Mail Superintendents	15002	269	3.6
6	Registered Nurses	32502	139	1.9
7	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	109	1.5
8	Typists	55308	108	1.4
9	Stock Clerks-Stockroom, Warehouse Or Storage Yard	58023	98	1.3
10	General Office Clerks	55347	89	1.2
11	Electrical and Electronic Engineers, Technicians and Technologists	22505	87	1.2
12	Tax Examiners, Collectors, and Revenue Agents	21914	86	1.1
13	First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	82	1.1
14	Accountants and Auditors	21114	81	1.1
15	Civil Engineers, Including Traffic	22121	66	0.9

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
OCTOBER 1985

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
TOTAL ALL OCCUPATIONS		7,477	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	397	5.3
Administrative Services Managers	13014	11	0.2
Engineering, Mathematical, and Natural Sciences Managers	13017	23	0.3
Postmasters and Mail Superintendents	15002	269	3.6
Medicine and Health Services Managers	15008	15	0.2
Communications, Transportation, and Utilities Operations Managers	15023	13	0.2
General Managers and Top Executives	19005	17	0.6
All Other Managers and Administrators	19999	49	
PROFESSIONAL, PARAPROFESSIONAL, AND TECHNICAL OCCUPATIONS	20000-39999	2,215	29.6
Loan Officers and Counselors	21108	23	0.3
Accountants and Auditors	21114	81	1.1
Budget Analyst	21117	12	0.2
All Other Financial Specialists	21199	8	0.1
Purchasing Agents, Except Wholesale and Retail Trade, and Farm Products	21308	56	0.7
Personnel, Training, and Labor Relations Specialists	21511	53	0.7
Management Analysts	21905	13	0.2
Construction and Building Inspectors	21908	21	0.3
Compliance Officers and Enforcement Inspectors, Except Construction	21911	52	0.7
Tax Examiners, Collectors, and Revenue Agents	21914	86	1.1
All Other Management Support Workers	21999	22	0.3
Civil Engineers, Including Traffic	22121	66	0.9
Electrical and Electronic Engineers	22126	17	0.2
Safety Engineers, Except Mining	22132	13	0.2
Mechanical Engineers	22135	26	0.3
All Other Engineers	22199	40	0.5

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
OCTOBER 1985

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
Electrical and Electronic Engineering Technicians and Technologists	22505	87	1.2
All Other Engineering and Related Technicians and Technologists	22599	98	1.3
Geologists, Geophysicists, and Oceanographers	24111	26	0.3
All Other Physical Scientists	24199	38	0.5
Foresters and Conservation Scientists	24302	53	0.7
Agricultural and Food Scientists	24305	31	0.4
Biological Scientists	24308	30	0.4
Biological, Agricultural, and Food Technicians and Technologists, Except Health	24502	17	0.2
All Other Physical and Life Science Technicians and Technologists	24599	40	0.5
Systems Analysts, Electronic Data Processing	25102	20	0.2
Computer Programmer Aides	25108	12	0.2
All Other Mathematical Scientists	25319	15	0.2
All Other Social Scientists	27199	16	0.2
Social Workers, Except Medical and Psychiatric	27305	12	0.2
Lawyers	28108	15	0.2
All other Legal Assistants and Technicians, Except Clerical	28399	57	0.7
Teacher Aides, Paraprofessional	31521	13	0.2
Physicians and Surgeons	32102	46	0.6
Registered Nurses	32502	139	1.9
Licensed Practical Nurses	32505	43	0.6
Pharmacists	32517	11	0.2
Medical and Clinical Laboratory Technologists	32902	28	0.4
Radiologic Technicians	32921	13	0.2
All Other Health Professionals, Paraprofessionals, and Technicians	32999	39	0.5
Writers and Editors	34002	11	0.2
Airplane Dispatchers and Air Controllers	39002	381	5.1
All Other Professional, Paraprofessional and Technical Workers	39999	335	4.5

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
OCTOBER 1985

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
SALES AND RELATED OCCUPATIONS	40000-49999	41	0.6
Salespersons, Retail	49011	28	0.4
All Other Sales and Related Workers	49999	13	0.2
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	3,316	44.3
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	109	1.5
Insurance Adjusters, Examiners, and Investigators	53302	10	0.2
Insurance Claims Clerks	53311	34	0.5
All Other Secretaries	55199	176	2.3
Stenographers	55302	27	0.3
Typists	55308	108	1.4
Personnel Clerks, Except Payroll and Timekeeping	55314	48	0.6
Procurement Clerks	55326	18	0.2
Interviewing Clerks, Except Personnel and Social Welfare	55332	39	0.5
Bookkeeping, Accounting, and Auditing Clerks	55338	54	0.7
Payroll and Timekeeping Clerks	55341	12	0.2
General Office Clerks	55347	89	1.2
Computer Operators, Except Peripheral Equipment	56011	14	0.2
Data Entry Keyers, Except Composing	56017	13	0.2
All Other Office Machine Operators	56099	16	0.2
Switchboard Operators	57102	17	0.2
All Other Communications Equipment Operators	57199	4	0.1
Mail Clerks, Except Mail Machine Operators and Postal Service	57302	42	0.6
Mail Carriers, Postal Service	57305	904	12.1
Clerks, Postal Service	57308	452	6.0
Production, Planning, and Expediting Clerks	58008	41	0.5
Stock Clerks-Stockroom, Warehouse Or Storage Yard	58023	98	1.3

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
OCTOBER 1985

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
Traffic, Shipping, and Receiving Clerks	58028	813	10.9
All Other Material Recording, Scheduling, and Distributing Workers	58099	4	0.1
All Other Clerical and Administrative Support Workers	59999	174	2.3
SERVICE OCCUPATIONS	60000-69999	308	4.1
Police and Detective Supervisors	61005	15	0.2
All Other Service Supervisors and Manager/Supervisors	61099	27	0.3
Fire Fighters	63008	24	0.3
Criminal Investigators, Federal	63028	15	0.2
All Other Protective Service Workers	63099	50	0.7
Cooks, Institution Or Cafeteria	65028	10	0.2
Combined Food Preparation and Service Workers	65041	38	0.5
Nursing Aides, Orderlies, and Attendants	66008	41	0.5
All Other Health Service Workers	66099	29	0.4
Janitors & Cleaners, Except Maids & Housekeeping Cleaners	67005	47	0.6
All Other Service Workers	69999	12	0.2
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	73	1.0
Forest and Conservation Workers	79002	52	0.7
All Other Agricultural, Foresty, Fishing, and Related Occupations	79999	21	0.3
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND RELATED WORKERS	80000-98999	1,127	15.1
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	82	1.1
First Line Supervisors and Manager/Supervisors-Construction Trades and Extractive Workers	81005	20	0.3

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
OCTOBER 1985

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
First Line Supervisors and Manager/Supervisors-Production and Operating Workers	81008	24	0.3
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	17	0.2
All Other Inspectors, Testers and Related Occupations	83099	3	*
Machinery Maintenance Mechanics, Marine Equipment	85116	33	0.4
All Other Machinery Maintenance Mechanics	85119	25	0.3
Machinery Maintenance Workers	85128	11	0.2
Maintenance Repairers, General Utility	85132	14	0.2
Automotive Mechanics	85302	27	0.4
Mobile Heavy Equipment Mechanics, Except Engines	85314	24	0.3
Aircraft Mechanics	85323	39	0.5
Electronics Repairers, Commercial, and Industrial Equipment	85717	29	0.4
All other Electrical and Electronic Equipment Mechanics, Installers and Repairers	85799	16	0.2
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	21	0.3
Mechanical Control and Valve Installers and Repairers	85928	10	0.2
Riggers	85935	11	0.2

* LESS THAN 0.05 PERCENT

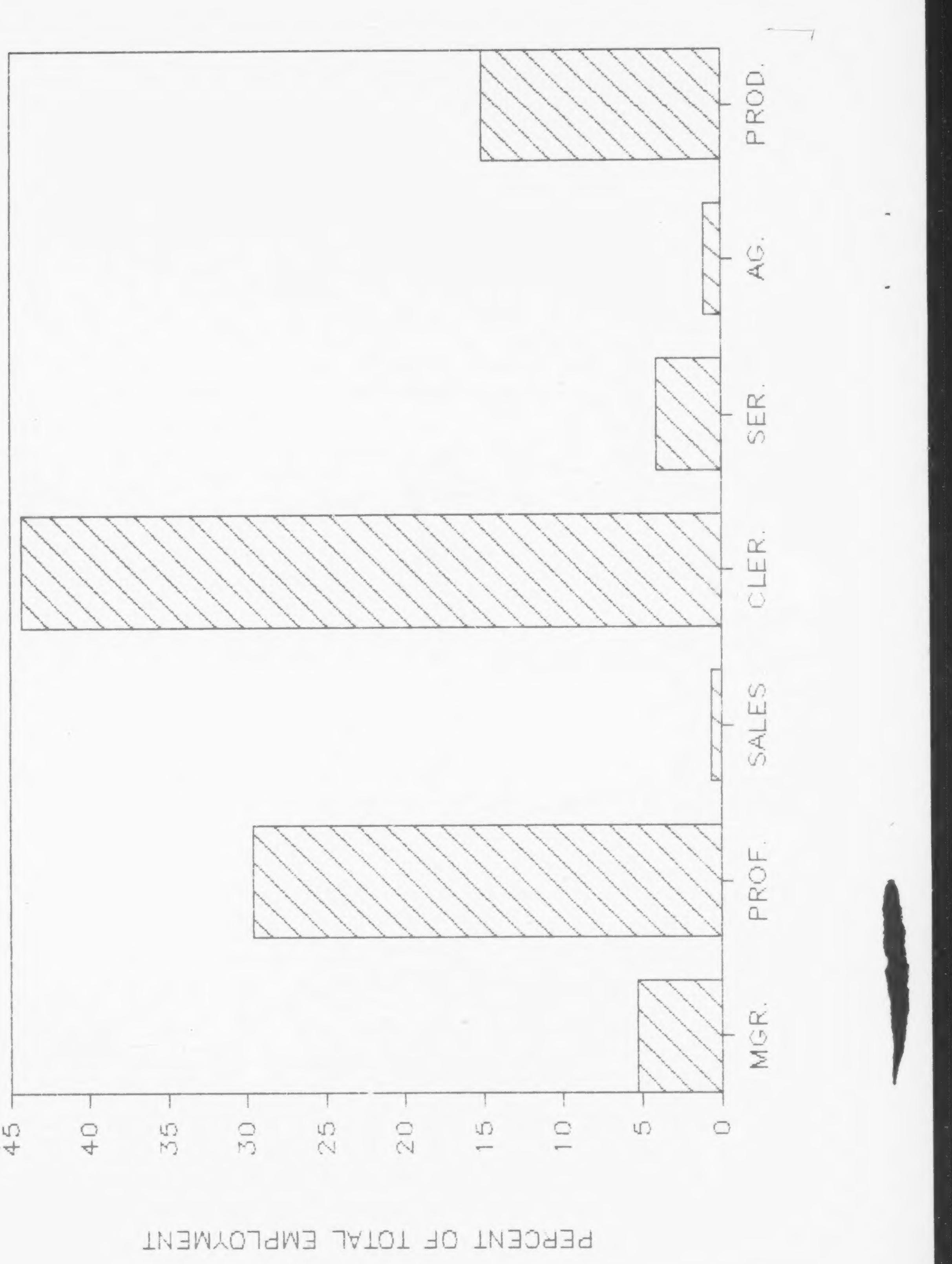
OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
OCTOBER 1985

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
All Other Mechanics, Installers and Repairers	85999	53	0.7
Carpenters	87102	16	0.2
Electricians	87202	66	0.9
Painters and Paperhangers, Construction and Maintenance	87402	32	0.4
Plumbers, Pipefitters, and Steamfitters	87502	36	0.5
Insulation Workers	87802	18	0.2
All Other Construction and Extractive Workers, Except Helpers	87999	1	*
Machinists	89108	25	0.3
Shipfitters	89121	46	0.6
All Other Precision Metal Workers	89199	14	0.2
All Other Precision Textile, Apparel, and Furnishings Workers	89599	14	0.2
All Other Precision Workers	89999	3	*
Other Other Machine Operators and Tenders, Metal and Plastic	92198	18	0.2
All Other Printing, Binding, and Related Machine Operators and Tenders	92549	2	*
All Other Machine Operators and Tenders	92998	7	0.1
Welders and Cutters	93914	34	0.5
Assemblers and Fabricators, Except Machine, Electrical, Electronic and Precision	93956	12	0.2
All Other Hand Workers	93999	7	0.1
Stationary Engineers	95032	14	0.2
All Other Plant and System Operators	95099	6	0.1
All Other Motor Vehicle Operators	97199	21	0.3
All Other Transportation and Related Workers	97899	9	0.1
Operating Engineers	97956	10	0.2
All Other Transportation and Material Moving Equipment Operators	97989	14	0.2
Vehicle Washers and Equipment Cleaners	98905	23	0.3
All Other Helpers, Laborers, and Material Movers, Hand	98999	220	2.9

SOURCE: US DEPARTMENT OF LABOR/BLS/OCCUPATIONAL EMPLOYMENT STATISTICS PROGRAM

EMPLOYMENT BY OCCUPATIONAL GROUP

FEDERAL GOVERNMENT



OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
BELKNAP COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
TOTAL ALL OCCUPATIONS		187	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	19	10.2
Postmasters and Mail Superintendents	15002	17	9.1
All Other Managers and Administrators	19999	2	1.1
PROFESSIONAL, PARAPROFESSIONAL, AND TECHNICAL OCCUPATIONS	20000-39999	56	29.9
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	106	56.7
Mail Carriers, Postal Service	57305	43	23.0
Traffic, Shipping, and Receiving Clerks	58028	35	18.7
All Other Clerical and Administrative Support Workers	59999	28	15.0
SERVICE OCCUPATIONS	60000-69999	2	1.1
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	1	0.5
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND RELATED WORKERS	80000-98999	3	1.6

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
CARROLL COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
TOTAL ALL OCCUPATIONS		126	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	30	23.8
Postmasters and Mail Superintendents	15002	29	23.0
All Other Managers and Administrators	19999	1	0.8
PROFESSIONAL, PARAPROFESSIONAL, AND TECHNICAL OCCUPATIONS	20000-39999	15	11.9
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	61	48.4
General Office Clerks	55347	12	9.5
Mail Carriers, Postal Service	57305	10	7.9
Traffic, Shipping, and Receiving Clerks	58028	26	20.6
All Other Clerical and Administrative Support Workers	59999	13	10.3
SERVICE OCCUPATIONS	60000-69999	1	0.8
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	13	10.3
Forest and Conservation Workers	79002	11	8.7
All Other Agricultural, Forestry, Fishing, and Related Workers	79999	2	1.6
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND RELATED WORKERS	80000-98999	6	4.8

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
CHESHIRE COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
TOTAL ALL OCCUPATIONS		173	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	23	13.3
Postmasters and Mail Superintendents	15002	23	13.3
PROFESSIONAL, PARAPROFESSIONAL, AND TECHNICAL OCCUPATIONS	20000-39999	23	13.3
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	118	68.2
General Office Clerks	55347	11	6.4
Mail Carriers, Postal Service	57305	46	26.6
Traffic, Shipping, and Receiving Clerks	58028	44	25.4
All Other Clerical and Administrative Support Workers	59999	17	9.8
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND RELATED WORKERS	80000-98999	9	5.2

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
COOS COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
TOTAL ALL OCCUPATIONS		122	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	16	13.1
Postmasters and Mail Superintendents	15002	15	12.3
All Other Managers and Administrators	19999	1	0.8
PROFESSIONAL, PARAPROFESSIONAL, AND TECHNICAL OCCUPATIONS	20000-39999	18	14.8
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	77	63.1
Mail Carriers, Postal Service	57305	38	31.1
Traffic, Shipping, and Receiving Clerks	58028	18	14.8
All Other Clerical and Administrative Support Workers	59999	21	17.2
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	8	6.6
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND RELATED WORKERS	80000-98999	3	2.4

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
GRAFTON COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
TOTAL ALL OCCUPATIONS		605	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	46	7.6
Postmasters and Mail Superintendents	15002	37	6.1
All Other Managers and Administrators	19999	9	1.5
PROFESSIONAL, PARAPROFESSIONAL, AND TECHNICAL OCCUPATIONS	20000-39999	277	45.8
All Other Financial Specialists	21199	10	1.7
Personnel, Training, and Labor Relations Specialists	21511	10	1.7
All Other Management Support Workers	21999	9	1.5
Civil Engineers, Including Traffic	22121	42	6.9
Mechanical Engineers	22135	13	2.1
All Other Engineers	22199	17	2.8
Electrical and Electronic Engineering Technicians and Technologists	22505	10	1.7
All Other Engineering and Related Technicians and Technologists	22599	30	4.9
Geologists, Geophysicists, and Oceanographers	24111	15	2.5
All Other Physical Scientists	24199	31	5.1
Foresters and Conservation Scientists	24302	10	1.7
All Other Physical and Life Science Technicians and Technologists	24599	21	3.5
All Other Legal Assistants and Technicians, Except Clerical	28399	2	0.3
Airplane Dispatchers and Air Traffic Controllers	39002	11	1.8
All Other Professional, Paraprofessional, and Technical Workers	39999	46	7.6

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
GRAFTON COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	211	34.9
All Other Secretaries	55199	17	2.8
General Office Clerks	55347	16	2.6
Mail Carriers, Postal Service	57305	61	10.1
Traffic, Shipping, and Receiving Clerks	58028	63	10.4
All Other Clerical and Administrative Support Workers	59999	54	8.9
SERVICE OCCUPATIONS	60000-69999	3	0.5
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	22	3.6
Forest and Conservation Workers	79002	20	3.3
All Other Agricultural, Forestry, Fishing, and Related Workers	79999	2	0.3
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND RELATED WORKERS	80000-98999	46	7.6
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	3	0.5
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	13	2.1
All Other Mechanics, Installers and Repairers	85999	5	0.8
All Other Construction and Extractive Workers, Except Helpers	87999	7	1.2
Precision Production Occupations	89000	5	0.8
Hand Working Occupations, Including Assemblers and Fabricators	93000	1	0.2
All Other Motor Vehicle Operators	97199	1	0.2
All Other Helpers, Laborers, and Material Movers, Hand	98999	11	1.8

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
HILLSBOROUGH COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
TOTAL ALL OCCUPATIONS		3,069	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	106	3.4
Postmasters and Mail Superintendents	15002	46	1.5
Medicine and Health Services Managers	15008	14	0.4
All Other Managers and Administrators	19999	46	1.5
PROFESSIONAL, PARAPROFESSIONAL, AND TECHNICAL OCCUPATIONS	20000-39999	1,125	36.7
Accountants and Auditors	21114	40	1.3
All Other Financial Specialists	21199	13	0.4
Purchasing Agents, Except Wholesale and Retail Trade, and Farm Products	21308	21	0.7
Personnel, Training, and Labor Relations Specialists	21511	11	0.4
Compliance Officers and Enforcement Inspectors, Except Construction	21911	23	0.7
Tax Examiners, Collectors, and Revenue Agents	21914	35	1.1
All Other Management Support Workers	21999	18	0.6
All Other Engineers	22199	19	0.6
Electrical and Electronic Engineering Technicians and Technologists	22505	73	2.4
All Other Engineering and Related Technicians and Technologists	22599	13	0.4
All Other Social Scientists	27199	8	0.3
Social Workers, Except Medical and Psychiatric	27305	12	0.4
All Other Legal Assistants and Technicians, Except Clerical	28399	28	0.9
Physicians and Surgeons	32102	41	1.3
Registered Nurses	32502	128	4.2
Licensed Pratical Nurses	32505	33	1.1
Pharmacists	32517	11	0.4
Medical and Clinical Laboratory Technologists	32902	27	0.9
Radiologic Technicians	32921	13	0.4

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
HILLSBOROUGH COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
All Other Health Professionals, Paraprofessionals, and Technicians	32999	30	1.0
Airplane Dispatchers and Air Traffic Controllers	39002	360	11.7
All Other Professional, Paraprofessional, and Technical Workers	39999	168	5.5
SALES AND RELATED OCCUPATIONS	40000-49999	9	0.3
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,415	46.1
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	49	1.6
Insurance Claims Clerks	53311	15	0.5
All Other Secretaries	55199	67	2.2
Stenographers	55302	13	0.4
Typists	55308	35	1.1
Personnel Clerks, Except Payroll and Timekeeping	55314	14	0.4
Interviewing Clerks, Except Personnel and Social Welfare	55332	24	0.8
Bookkeeping, Accounting and Auditing Clerks	55338	18	0.6
General Office Clerks	55347	10	0.3
All Other Office Machine Operators	56099	24	0.8
Switchboard Operators	57102	11	0.4
Mail Clerks, Except Mail Machine Operators and Postal Service	57302	30	1.0
Mail Carriers, Postal Service	57305	344	11.2
Clerks, Postal Service	57308	330	10.7
Stock Clerks-Stockroom, Warehouse Or Storage Yard	58023	20	0.7
Traffic, Shipping, and Receiving Clerks	58028	321	10.5
All Other Material Recording, Scheduling, and Distributing Workers	58099	6	0.2
All Other Clerical and Administrative Support Workers	59999	84	2.7

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
HILLSBOROUGH COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
SERVICE OCCUPATIONS	60000-69999	209	6.8
All Other Service Supervisors and Manager/Supervisors	61099	23	0.8
All Other Protective Service Workers	63099	39	1.3
Combined Food Preparation and Service Workers	65041	31	1.0
Nursing Aides, Orderlies, and Attendants	66008	41	1.3
All Other Health Service Workers	66099	25	0.8
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	41	1.3
All Other Service Workers	69999	9	0.3
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	2	0.1
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND RELATED WORKERS	80000-98999	203	6.6
First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	16	0.5
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	8	0.3
All Other Machinery Maintenance Mechanics	85119	15	0.5
Mobile Heavy Equipment Mechanics, Except Engines	85314	13	0.4
All Other Electrical and Electronic Equipment Mechanics, Installers and Repairers	85799	12	0.4
All Other Mechanics, Installers, and Repairers	85999	39	1.3
All Other Construction and Extractive Workers, Except Helpers	87999	17	0.5
Precision Production Occupations	89000	1	*
All Other Machine Operators and Tenders	92998	1	*
All Other Hand Workers	93999	7	0.2
All Other Plant and System Operators	95099	5	0.2

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
HILLSBOROUGH COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
All Other Motor Vehicle Operators	97199	8	0.3
All Other Material Moving Equipment Operators	97999	5	0.2
All Other Helpers, Laborers, and Material Movers, Hand	98999	56	1.8

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
MERRIMACK COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
TOTAL ALL OCCUPATIONS		602	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	47	7.8
Postmasters and Mail Superintendents	15002	27	4.5
All Other Managers and Administrators	19999	20	3.3
PROFESSIONAL, PARAPROFESSIONAL, AND TECHNICAL OCCUPATIONS	20000-39999	198	32.9
Loan Officers and Counselors	21108	10	1.7
All Other Financial Specialists	21199	12	2.0
All Other Management Support Workers	21999	18	3.0
All Other Engineers	22199	11	1.8
All Other Engineering and Related Technicians and Technologists	22599	2	0.3
All Other Physical Scientists	24199	9	1.5
Biological Scientists	24308	10	1.7
All Other Physical and Life Science Technicians and Technologists	24599	14	2.3
All Other Social Scientists	27199	2	0.3
All Other Legal Assistants and Technicians, Except Clerical	28399	12	2.0
All Other Health Professionals, Paraprofessionals, and Technicians	32999	8	1.3
Airplane Dispatchers and Air Traffic Controllers	39002	10	1.7
All Other Professional, Paraprofessional, and Technical Workers	39999	80	13.3
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	281	46.7
All Other Secretaries	55199	19	3.2
Typists	55308	14	2.3
Bookkeeping, Accounting, and Auditing Clerks	55338	13	2.2
All Other Office Machine Operators	56099	4	0.7
All other Communications Equipment Operators	57199	1	0.2
Mail Carriers, Postal Service	57305	90	14.9

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
MERRIMACK COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
Clerks, Postal Service	57308	12	2.0
Stock Clerks-Stockroom, Warehouse Or Storage Yard	58023	11	1.8
Traffic, Shipping, and Receiving Clerks	58028	62	10.3
All Other Clerical and Administrative Support Workers	59999	55	9.1
SERVICE OCCUPATIONS	60000-69999	15	2.5
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	2	0.3
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND RELATED WORKERS	80000-98999	59	9.8
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	11	1.8
All Other Mechanics, Installers and Repairers	85999	28	4.6
All Other Precision Metal Workers	89199	1	0.2
All Other Precision Textile, Apparel, and Furnishings Workers	89599	1	0.2
All Other Hand Workers	93999	1	0.2
All Other Plant and System Operators	95099	2	0.3
All Other Motor Vehicle Operators	97199	2	0.3
All Other Material Moving Equipment Operators	97999	1	0.2
All Other Helpers, Laborers, and Material Movers, Hand	98999	12	2.0

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
ROCKINGHAM COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
TOTAL ALL OCCUPATIONS		2,176	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	72	3.3
Postmasters and Mail Superintendents	15002	43	2.0
All Other Managers and Administrators	19999	29	1.3
PROFESSIONAL, PARAPROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	405	18.6
Accountants and Auditors	21114	27	1.2
All Other Financial Specialists	21199	7	0.3
Purchasing Agents, Except Wholesale and Retail Trade, and Farm Products	21308	25	1.1
Personnel, Training, and Labor Relations Specialists	21511	22	1.0
Construction and Building Inspectors	21908	12	0.6
Compliance Officers and Enforcement Inspectors, Except Construction	21911	14	0.6
Tax Examiners, Collectors, and Revenue Agents	21914	33	1.5
All Other Management Support Workers	21999	19	0.9
Mechanical Engineers	22135	12	0.6
All Other Engineers	22199	36	1.6
All Other Engineering and Related Technicians and Technologists	22599	35	1.6
All Other Physical Scientists	24199	1	0.1
All Other Physical and Life Science Technicians and Technologists	24599	9	0.4
All Other Legal Assistants and Technicians, Except Clerical	28399	7	0.3
All Other Teachers and Instructors	31399	7	0.3
Registered Nurses	32502	10	0.5
Licensed Practical Nurses	32505	10	0.5
All Other Professional, Paraprofessional, and Technical Workers	39999	119	5.5
SALES AND RELATED OCCUPATIONS	40000-49999	32	1.5

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
ROCKINGHAM COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
Salespersons, Retail	49011	25	1.1
All Other Sales and Related Workers	49999	7	0.4
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	810	37.2
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	44	2.0
All Other Secretaries	55199	59	2.7
Stenographers	55302	11	0.5
Typists	55308	43	2.0
Personnel Clerks, Except Payroll and Timekeeping	55314	16	0.7
Interviewing Clerks, Except Personnel and Social Welfare	55332	15	0.7
Bookkeeping, Accounting, and Auditing Clerks	55338	16	0.7
All Other Office Machine Operators	56099	13	0.6
All Other Communications Equipment Operators	57199	1	0.1
Mail Clerks, Except Mail Machine Operators and Postal Service	57302	11	0.5
Mail Carriers, Postal Service	57305	163	7.5
Clerks, Postal Service	57308	79	3.6
Production, Planning and Expediting Clerks	58008	29	1.3
Stock Clerks-Stockroom, Warehouse Or Storage Yard	58023	55	2.5
Traffic, Shipping and Receiving Clerks	58028	174	8.0
All Other Clerical and Administrative Support Workers	59999	81	3.7
SERVICE OCCUPATIONS	60000-69999	76	3.5
All Other Service Supervisors and Manager/Supervisors	61099	15	0.7
Fire Fighters	63008	18	0.8
All other Protective Service Workers	63099	19	0.9
All Other Food Service Workers	65099	18	0.8

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
ROCKINGHAM COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
All Other Health Service Workers	66099	4	0.2
All Other Service Workers	69999	2	0.1
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	9	0.4
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND RELATED WORKERS	80000-98999	772	35.5
First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	51	2.3
First Line Supervisors and Manager/Supervisors-Construction Trades and Extractive Workers	81005	19	0.9
First Line Supervisors and Manager/Supervisors-Production and Operating Workers	81008	19	0.9
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance, and Related	81099	12	0.5
All Other Inspectors, Testers and Related Occupations	83099	3	0.1
Machinery Maintenance Mechanics, Marine Equipment	85116	33	1.5
All Other Machinery Maintenance Mechanics	85119	10	0.5
Automotive Mechanics	85302	14	0.6
Mobile Heavy Equipment Mechanics, Except Engines	85314	11	0.5
Aircraft Mechanics	85323	31	1.4
Electronics Repairers, Commercial and Industrial Equipment	85717	23	1.1
Riggers	85935	11	0.5
All Other Mechanics, Installers and Repairers	85999	48	2.2
Carpenters	87102	11	0.5
Electricians	87202	57	2.6
Painters and Paperhangers, Construction and Maintenance	87402	28	1.3
Plumbers, Pipefitters, and Steamfitters	87502	30	1.4
Insulation Workers	87202	18	0.8
All Other Construction and Extractive Workers, Except Helpers	87999	1	0.1

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
ROCKINGHAM COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
Machinists	89108	24	1.1
Shipfitters	89121	46	2.1
All Other Precision Metal Workers	89199	11	0.5
All Other Precision Textile, Apparel, and Furnishings Workers	89599	13	0.6
All Other Machine Operators and Tenders, Metal and Plastic	92198	18	0.8
All Other Printing, Binding, and Related Machine Operators and Tenders	92549	2	0.1
All Other Machine Operators and Tenders	92998	6	0.3
Welders and Cutters	93914	33	1.5
Assemblers and Fabricators, Except Machine, Electrical, Electronic, and Precision	93956	11	0.5
Stationary Engineers	95032	10	0.5
All Other Plant and System Operators	95099	1	0.1
All Other Motor Vehicle Operators	97199	10	0.5
All Other Transportation and Related Workers	97899	9	0.4
All Other Transportation and Material Moving Equipment Operators	97989	15	0.7
Vehicle Washers and Equipment Cleaners	98905	23	1.1
All Other Helpers, Laborers, and Material Movers, Hand	98999	110	5.0

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
STRAFFORD COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
TOTAL ALL OCCUPATIONS		312	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	19	6.1
Postmasters and Mail Superintendents	15002	14	4.5
All Other Managers and Administrators	19999	5	1.6
PROFESSIONAL, PARAPROFESSIONAL, AND TECHNICAL OCCUPATIONS	20000-39999	84	26.9
All Other Financial Specialists	21199	1	0.3
All Other Management Support Workers	21999	6	1.9
All Other Engineers	22199	6	1.9
All Other Engineering and Related Technicians and Technologists	22599	6	1.9
All Other Physical Scientists	24199	4	1.3
Foresters and Conservation Scientists	24302	21	6.7
Biological, Agricultural, and Food Technicians and Technologists, Except Health	24502	11	3.5
All Other Physical and Life Science Technicians and Technologists	24599	1	0.3
All Other Social Scientists	27199	4	1.3
All Other Professional, Paraprofessional and Technical Workers	39999	24	7.7
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	171	54.8
All Other Secretaries	55199	9	2.9
Mail Carriers, Postal Service	57305	87	27.9
Traffic, Shipping and Receiving Clerks	58028	48	15.4
All Other Clerical and Administrative Support Workers	59999	27	8.6
SERVICE OCCUPATIONS	60000-69999	2	0.6

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
STRAFFORD COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	15	4.8
Forest and Conservation Workers	79002	14	4.5
All Other Agricultural, Forestry, Fishing, and Related Workers	79999	1	0.3
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND RELATED WORKERS	80000-98999	21	6.7
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance, and Related	81099	1	0.3
All Other Mechanics, Installers, and Repairers	85999	4	1.3
All Other Helpers, Laborers, and Material Movers, Hand	98999	16	5.1

OCCUPATIONAL STAFFING PATTERNS
FEDERAL GOVERNMENT
SULLIVAN COUNTY

OCCUPATIONAL TITLE	OES CODE	OCTOBER 1985 EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT
TOTAL ALL OCCUPATIONS		105	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	19	18.0
Postmasters and Mail Superintendents	15002	18	17.1
All Other Managers and Administrators	19999	1	0.9
PROFESSIONAL, PARAPROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	14	13.3
All Other Management Support Workers	21999	2	1.1
All Other Engineering and Related Technicians and Technologists	22599	3	1.6
All Other Professional, Paraprofessional, and Technical Workers	39999	9	8.6
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	66	62.9
General Office Clerks	55347	10	9.5
Mail Carriers, Postal Service	57305	22	21.0
Traffic, Shipping and Receiving Clerks	58028	22	21.0
All Other Clerical and Administrative Support Workers	59999	12	11.4
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	1	0.9
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND RELATED WORKERS	80000-98999	5	4.8

THE FIFTEEN STATE GOVERNMENT[1] OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS

The fifteen specific occupations listed below by employment size comprise only 17.6 percent of the grand total of 85 specific occupations employing ten or more workers but total over 42.0 percent of the 10,357 workers employed by the State Government in New Hampshire.

RANK	OCCUPATIONAL TITLE	OES CODE	MAY 1985 EMP.	PERCENT OF TOTAL
1	Highway Maintenance Workers	87711	631	6.1
2	Salespersons, Retail	49011	488	4.7
3	Public Administration Chief Executives, Legislators, and General Administrators	19002	459	4.4
4	Secretaries	55100	443	4.3
5	Civil Engineers, Including Traffic	22121	314	3.0
6	Amusement and Recreation Attendants	68014	263	2.5
7	Accountants and Auditors	21114	251	2.4
8	Social Workers, Medical and Psychiatric	27302	241	2.3
9	Psychiatric Aides	66014	237	2.3
10	Bookkeeping, Accounting and Auditing Clerks	55338	216	2.1
11	Correction Officers and Jailers	63017	196	1.9
12	Vocational and Educational Counselors	31514	195	1.9
13	Police Patrol Officers	63014	184	1.8
14	Social Service Technicians	27308	170	1.6
15	Stenographers	55302	120	1.2

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1. Excluding SIC 806, 821, 822, 824, 829, 88 and 99

OCCUPATIONAL STAFFING PATTERNS
STATE GOVERNMENT
MAY 1985

OCCUPATIONAL TITLE	CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL
TOTAL ALL OCCUPATIONS		10,357	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	1,155	11.1
Financial Managers	13002	12	0.1
Personnel, Training, and Labor Relations Managers	13005	23	0.2
Administrative Services Managers	13014	44	0.4
Education Administrators	15005	43	0.4
Medicine and Health Services Managers	15008	92	0.9
Construction Managers	15017	14	0.1
Communications, Transportation, and Utilities Operations Managers	15023	29	0.3
Public Administration Chief Executives, Legislators, and General Administrators	19002	459	4.4
General Managers and Top Executives	19005	78	0.8
All Other Managers and Administrators	19999	361	3.5
PROFESSIONAL, PARAPROFESSIONAL, AND TECHNICAL OCCUPATIONS	20000-39999	2,939	28.4
Accountants and Auditors	21114	251	2.4
All Other Financial Specialists	21199	13	0.1
Claims Takers, Unemployment Benefits	21502	45	0.4
Employment Interviewers, Private or Public Employment Service	21508	93	0.9
Construction and Building Inspectors	21908	17	0.2
Compliance Officers and Enforcement Inspectors, Except Construction	21911	82	0.8
Tax Examiners, Collectors and Revenue Agents	21914	22	0.2
All Other Management Support Workers	21999	139	1.3
Civil Engineers, Including Traffic	22121	314	3.0
All Other Engineers	22199	35	0.3
All Other Engineers and Related Technicians and Technologists	22599	194	1.9
All Other Physical Scientists	24199	47	0.5

OCCUPATIONAL STAFFING PATTERNS
STATE GOVERNMENT
MAY 1985

OCCUPATIONAL TITLE	CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL
Foresters and Conservation Scientists	24302	69	0.7
Biological Scientists	24308	25	0.2
All Other Life Scientists	24399	16	0.2
Physical and Life Science Technicians and Technologists	24500	19	0.2
Systems Analysts, Electronic Data Processing	25102	59	0.6
Computer Programmers	25105	49	0.5
Economists, Including Market Research Analysts	27102	21	0.2
Urban and Regional Planners	27105	39	0.4
Psychologists	27108	15	0.1
All Other Social Scientists	27199	21	0.2
Social Workers, Medical and Psychiatric	27302	241	2.3
Social Workers, Except Medical and Psychiatric	27305	19	0.2
Social Service Technicians	27308	170	1.6
Recreation Workers	27311	43	0.4
Adjudicators, Hearings Officers, and Judicial Reviewers	28105	29	0.3
Lawyers	28108	31	0.3
Paralegal Personnel	28305	26	0.3
All Other Legal Assistants and Technicians	28399	22	0.2
Teachers and Instructors, Vocational Education and Training	31314	31	0.3
Librarians, Professional	31502	20	0.2
Technical Assistants, Library	31505	22	0.2
Vocational and Educational Counselors	31514	195	1.9
Therapists	32300	88	0.9
Registered Nurses	32502	100	1.0
Licensed Practical Nurses	32505	19	0.2
All Other Health Professionals, Paraprofessionals, and Technicians	32999	76	0.7
All Other Professional, Paraprofessional, and Technical Workers	39999	222	2.1
SALES AND RELATED OCCUPATIONS	40000-49999	535	5.2
Appraisers, Real Estate	43011	10	0.1
Salespersons, Retail	49011	488	4.7

OCCUPATIONAL STAFFING PATTERNS
STATE GOVERNMENT
MAY 1985

OCCUPATIONAL TITLE	CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL
All Other Sales and Related Workers	49999	37	0.4
CLERICAL AND ADMINISTRATIVE OCCUPATIONS	50000-59999	1,840	17.8
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	88	0.9
License Clerks	53708	24	0.2
Teacher Aides and Educational Assistants, Clerical	53905	24	0.2
Secretaries	55100	443	4.3
Stenographers	55302	120	1.2
Receptionists and Information Clerks	55305	37	0.4
Typists	55308	102	1.0
Typists Word Processor	55311	65	0.6
Statistical Clerks	55328	16	0.2
Bookkeeping, Accounting, and Auditing Clerks	55338	216	2.1
Computer Operators	56011	31	0.3
Peripheral EDP Equipment Operators	56014	14	0.1
Data Entry Keyers, Except Composing	56017	82	0.8
All Other Office Machine Operators	56099	11	0.1
Mail Clerks, Except Mail Machine Operators and Postal Service	57302	11	0.1
Messengers	57311	16	0.2
Dispatchers, Except Police, Fire and Ambulance	58005	25	0.2
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	24	0.2
All Other Material Recording, Scheduling, and Distributing Workers	58099	7	0.1
All Other Clerical and Administrative Support Workers	59999	484	4.7
SERVICE OCCUPATIONS	60000-69999	1,605	15.5
All Other Service Supervisors and Manager/Supervisors	61099	91	0.9
Police Detectives	63011	13	0.1

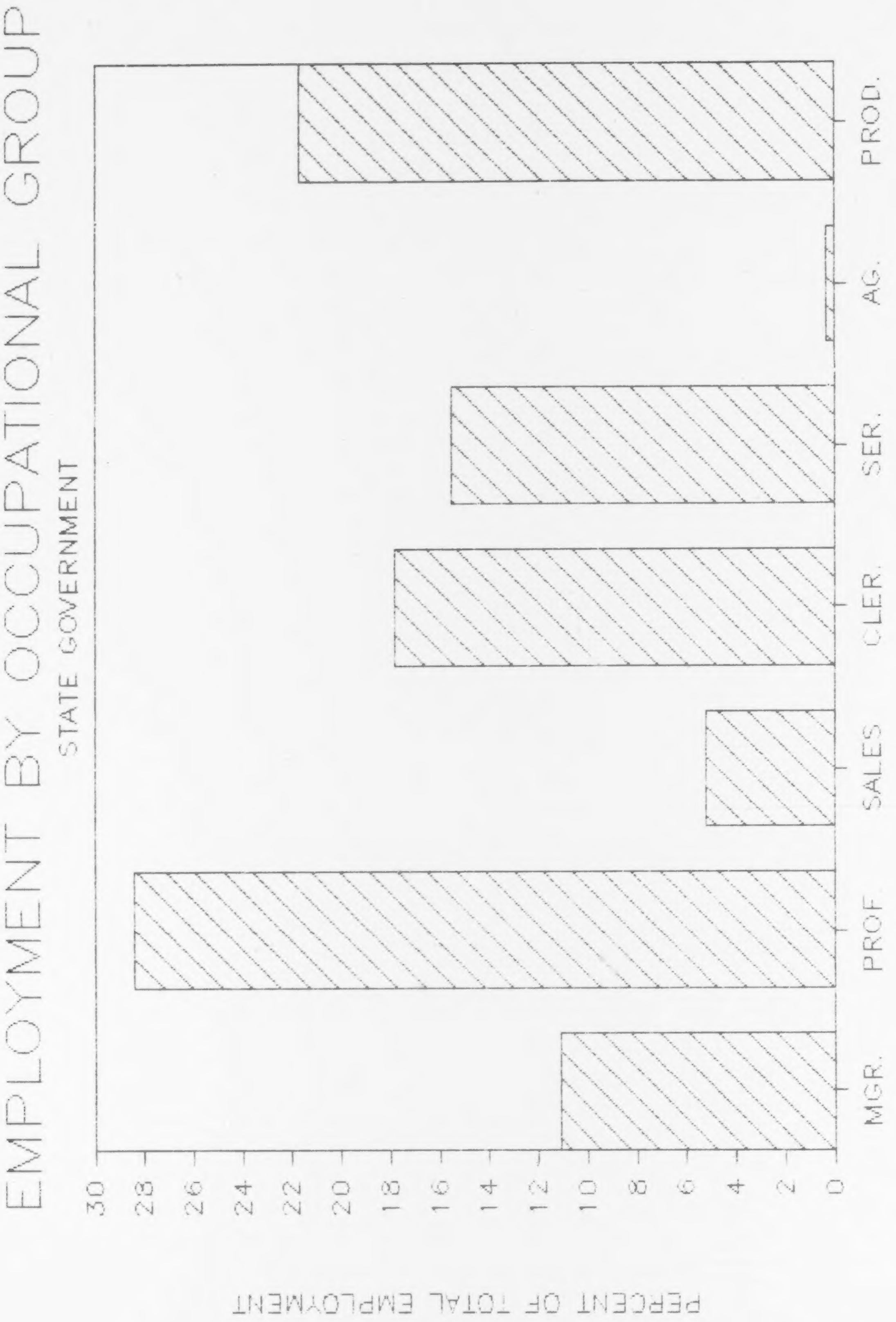
OCCUPATIONAL STAFFING PATTERNS
STATE GOVERNMENT
MAY 1985

OCCUPATIONAL TITLE	CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL
Police Patrol Officers	63014	184	1.8
Correction Officers and Jailers	63017	196	1.9
Guards and Watch Guards	63047	38	0.4
All Other Protective Service Workers	63099	211	2.0
Cooks, Institution or Cafeteria	65028	22	0.2
Food Preparation Workers	65038	46	0.4
All Other Food Service Workers	65099	41	0.4
Nursing Aides, Orderlies, and Attendants	66008	68	0.7
Psychiatric Aides	66014	237	2.3
All Other Health Service Workers	66099	30	0.3
Cleaning and Building Service Occupations, Except Private Households	67000	118	1.1
Amusement and Recreation Attendants	68014	263	2.5
All Other Service Workers	69999	47	0.5
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	35	0.3
Gardeners and Groundskeepers, Except Farm	79014	14	0.1
All Other Agricultural, Forestry, Fishing and Related Workers	79999	21	0.2
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND RELATED WORKERS	80000-98999	2,248	21.7
First Line Supervisors and Manager/Supervisors-Construction Trades and Extractive Workers	81005	33	0.3
First Line Supervisors and Manager/Supervisors-Transportation and Material Moving Machine and Vehicle Occupations	81011	15	0.1
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	42	0.4
Transportation Inspectors	83008	83	0.8
All Other Inspectors, Testers, and Related Occupations	83099	102	1.0
Machinery Maintenance Mechanics, Water or Power Generation Plant	85118	84	0.8

OCCUPATIONAL STAFFING PATTERNS
STATE GOVERNMENT
MAY 1985

OCCUPATIONAL TITLE	CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL
All Other Machinery Maintenance Mechanics	85119	4	*
Automotive Mechanics	85302	17	0.2
Mobile Heavy Equipment Mechanics, Except Engines	85314	36	0.4
All Other Mechanics, Installers, and Repairers	85999	35	0.3
Carpenters	87102	15	0.1
Electricians	87202	10	0.1
Painters and Paperhangers, Construction and Maintenance	87402	13	0.1
Highway Maintenance Workers	87711	631	6.1
All Other Construction and Extractive Workers, Except Helpers	87999	5	0.1
Precision Production Occupations	89000	7	0.1
Machine Setters, Set-Up Operators, Operators and Tenders	91000	50	0.5
Hand Working Occupations, Including Assemblers and Fabricators	93000	4	*
Water and Liquid Waste Treatment Plant and System Operators	95002	11	0.1
Stationary Engineers	95032	25	0.2
All Other Plant and System Operators	95099	6	0.1
Truck Drivers, Light-Include Delivery and Route Workers	97105	16	0.2
All Other Transportation and Related Workers	97899	343	3.3
Industrial Truck and Tractor Operators	97947	10	0.1
All Other Material Moving Equipment Operators	97999	1	*
All Other Helpers, Laborers, and Material Movers, Hand	98999	650	6.3

* LESS THAN 0.05 PERCENT



EMPLOYMENT BY OCCUPATIONAL GROUP
STATE GOVERNMENT
PERCENT OF TOTAL EMPLOYMENT
30
28
26
24
22
20
18
16
14
12
10
8
6
4
2
0
MGR.
PROF
SALES
CLER.
SER.
AG.
PROD.

THE FIFTEEN LOCAL GOVERNMENT[1] OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS

The fifteen specific occupations listed below by employment size comprise only 24.4 percent of the grand total of 70 specific occupations employing ten or more workers but total over 57.0 percent of the 13,624 workers employed by the Local Government in New Hampshire.

RANK	OCCUPATIONAL TITLE	OES CODE	MAY 1985 EMP.	PERCENT OF TOTAL
1	Fire Fighters	63008	2,140	15.7
2	Police Patrol Officers	63014	1,292	9.5
3	Nursing Aides, Orderlies and Attendants	66008	838	6.2
4	Emergency Medical Technicians	32508	396	2.9
5	Cleaning and Building Service Occupations, Except Private Households	67000	394	2.9
6	Secretaries	55100	384	2.8
7	Public Administration Chief Executives, Legislators, and General Administrators	19002	338	2.5
8	General Office Clerks	55347	283	2.1
9	Police and Detective Supervisors	61005	281	2.1
10	Library Assistants and Bookmobile Drivers	53902	258	1.9
11	Correction Officers and Jailers	63017	255	1.9
12	Food Preparation Workers	65038	252	1.9
13	Gardeners and Groundskeepers, Except Farm	79014	241	1.8
14	Recreation Workers	27311	236	1.7
15	Registered Nurses	32502	224	1.7

[1] Excluding SIC 806, 821, 822, 824, 829, 88 and 99

OCCUPATIONAL STAFFING PATTERNS
LOCAL GOVERNMENT
MAY 1985

		MAY 1985	PERCENT		RANGE		PERCENT OF
OCCUPATIONAL TITLE	OES CODE	EST. EMPL.	OF TOTAL	RELATIVE ERROR	HIGH	LOW	FIRMS REPORTING
TOTAL ALL OCCUPATIONS		13,624	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	818	6.0				
Financial Managers	13002	38	0.3	24	47	29	64.1
Personnel, Training, and Labor Relations Managers	13005	11	0.1	12	12	10	23.1
Medicine and Health Services Managers	15008	22	0.2	46	11	33	23.1
Public Administration Chief Executives, Legislators, and General Administrators	19002	338	2.5	19	273	403	59.0
General Managers and Top Executives	19005	95	0.7	21	105	85	33.3
All Other Managers and Administrators	19999	314	2.3	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL, AND TECHNICAL OCCUPATIONS	20000-39999	2,375	17.4				
All Other Financial Specialists	21199	67	0.5	NA	-	-	NA
Personnel, Training, and Labor Relations Specialists	21511	10	0.1	17	12	8	12.8
Construction and Building Inspectors	21908	116	0.9	19	138	94	59.0
Tax Examiners, Collectors, and Revenue Agents	21914	280	1.3	24	224	136	64.1
Assessors	21917	60	0.4	39	83	37	51.3
All Other Management Support Workers	21999	96	0.7	NA	-	-	NA
Civil Engineers, Including Traffic	22121	42	0.3	46	61	23	25.6
All Other Engineers	22199	7	0.1	NA	-	-	NA
Civil Engineering Technicians & Technologists	22502	11	0.1	11	12	10	7.7
Surveying and Mapping Technicians and Technologists	22521	11	0.1	20	13	9	7.7
All Other Engineering and Related Technicians and Technologists	22599	16	0.1	NA	-	-	NA

OCCUPATIONAL STAFFING PATTERNS
LOCAL GOVERNMENT
MAY 1985

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Chemists	24105	16	0.1	31	21	11	12.8
All Other Life Scientists	24399	7	0.1	NA	-	-	NA
All Other Social Scientists	27199	223	1.6	NA	-	-	NA
Social Workers, Except Medical & Psychiatric	27305	55	0.4	48	82	28	35.9
Recreation Workers	27311	236	1.7	47	347	125	66.7
Lawyers	28108	46	0.3	37	63	29	35.9
All Other Legal Assistants and Technicians	28399	14	0.1	NA	-	-	NA
Librarians, Professional	31502	210	1.5	21	254	166	64.1
Technical Assistants, Library	31505	66	0.5	16	76	56	33.3
Therapists	32300	18	0.1	25	23	13	15.4
Registered Nurses	32502	224	1.7	13	254	194	28.2
Licensed Practical Nurses	32505	146	1.1	15	168	124	23.1
Emergency Medical Technicians	32508	396	2.9	49	589	203	17.9
Dietitians and Nutritionists	32521	12	0.1	19	14	10	17.9
All Other Health Professionals, Paraprofessionals and Technicians	32999	31	0.2	NA	-	-	NA
All Other Professionals, Paraprofessionals, and Technicians	39999	59	0.4	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	60	0.4				
Cashiers	49023	29	0.2	44	42	16	7.7
All Other Sales and Related Workers	49999	31	0.2	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,873	13.7				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	61	0.4	23	75	47	46.2

OCCUPATIONAL STAFFING PATTERNS
LOCAL GOVERNMENT
MAY 1985

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Welfare Eligibility Workers and Interviewers	53502	62	0.4	30	81	43	53.8
Municipal Clerks	53705	75	0.5	44	108	42	35.9
License Clerks	53708	31	0.2	31	40	22	15.4
Library Assistants and Bookmobile Drivers	53902	258	1.9	23	317	199	53.8
Secretaries	55100	384	2.8	17	449	319	87.2
Receptionists and Information Clerks	55305	35	0.2	19	41	29	23.1
Typists, Word Processor	55311	12	0.1	22	15	9	7.7
Bookkeeping, Accounting, and Auditing Clerks	55338	127	0.9	17	149	105	64.1
Payroll & Timekeeping Clerks	55341	25	0.2	13	28	22	43.6
Billing, Cost and Rate Clerks	55344	27	0.2	21	33	21	20.5
General Office Clerks	55347	283	2.1	23	348	218	56.4
All Other Office Machine Operators	56099	15	0.1	NA	-	-	NA
Switchboard Operators	57102	29	0.2	18	34	24	15.4
Messengers	57311	12	0.1	30	16	8	12.8
Dispatchers-Police, Fire, and Ambulance	58002	206	1.5	21	250	162	59.0
All Other Material Recording, Scheduling, and Distributing Workers	58099	20	0.1	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	211	1.5	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	6,417	47.1				
Fire Fighting and Prevention Supervisors	61002	182	1.3	12	203	161	41.0
Police and Detective Supervisors	61005	281	2.1	12	316	246	69.2
All Other Service Supervisors	61099	25	0.2	NA	-	-	NA
Fire Inspectors	63002	16	0.1	18	19	13	23.1
Fire Fighters	63008	2,140	15.7	16	2,475	1,805	61.5
Police Detectives	63011	57	0.4	18	67	47	33.3
Police Patrol Officers	63014	1,292	9.5	11	1,438	1,146	71.8

OCCUPATIONAL STAFFING PATTERNS
LOCAL GOVERNMENT
MAY 1985

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Correction Officers and Jailers	63017	255	1.9	40	356	154	20.5
Parking Enforcement Officers	63021	15	0.1	18	18	12	17.9
Bailiffs	63023	56	0.4	33	75	37	12.8
Sheriffs and Deputy Sheriffs	63032	112	0.8	42	159	65	20.5
Crossing Guards	63044	139	1.0	15	160	118	35.9
All Other Protective Service Workers	63099	45	0.3	NA	-	-	NA
Cooks, Institution Or Cafeteria	65028	61	0.4	11	68	54	20.5
Food Preparation Workers	65038	252	1.9	11	280	224	20.5
All Other Food Service Workers	65099	15	0.1	NA	-	-	NA
Nursing Aides, Orderlies, and Attendants	66008	838	6.2	15	967	709	17.9
All Other Health Service Workers	66099	83	0.6	NA	-	-	NA
Cleaning and Building Service Occupations, Except Private Households	67000	394	2.9	12	443	345	82.9
Amusement and Recreation Attendants	68014	67	0.5	31	88	46	17.9
All Other Service Workers	69999	92	0.7	NA	-	-	NA
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	271	2.0				
Gardeners and Groundskeepers, Except Farm	79014	241	1.8	21	292	190	41.0
Animal Caretakers, Except Farm	79017	10	0.1	32	13	7	10.3
All Other Agricultural, Forestry, Fishing and Related Workers	79999	20	0.1	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND RELATED WORKERS	80000-98999	1,810	13.3				

OCCUPATIONAL STAFFING PATTERNS
LOCAL GOVERNMENT
MAY 1985

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	35	0.2	17	41	29	28.2
First Line Supervisors and Manager/Supervisors-Construction Trades and Extractive Workers	81005	44	0.3	26	56	32	12.8
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance, and Related	81099	26	0.2	NA	-	-	NA
All Other Inspectors, Testers and Related Occupations	83099	23	0.1	NA	-	-	NA
Machinery Maintenance Mechanics, Water Or Power Generation Plant	85118	43	0.3	14	49	37	25.6
All Other Machinery Maintenance Mechanics	85119	1	*	NA	-	-	NA
Automotive Mechanics	85302	33	0.2	21	40	26	25.6
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	25	0.2	43	36	14	10.3
All Other Mechanics, Installers and Repairers	85999	118	0.9	NA	-	-	NA
Electricians	87202	10	0.1	11	11	9	12.8
Pipelayers	87508	37	0.3	25	46	28	12.8
Highway Maintenance Workers	87711	628	4.6	20	753	503	64.1
All Other Construction and Extractive Workers, Except Helpers	87999	48	0.4	NA	-	-	NA
Water and Liquid Waste Treatment Plant and System Operators	95002	154	1.1	16	178	130	46.2
All Other Plant and System Operators	95099	27	0.2	NA	-	-	NA
Truck Drivers, Heavy Or Tractor Trailer	97102	175	1.3	36	237	113	25.6
Truck Drivers, Light-Include Delivery and Route Workers	97105	76	0.6	28	97	55	12.8

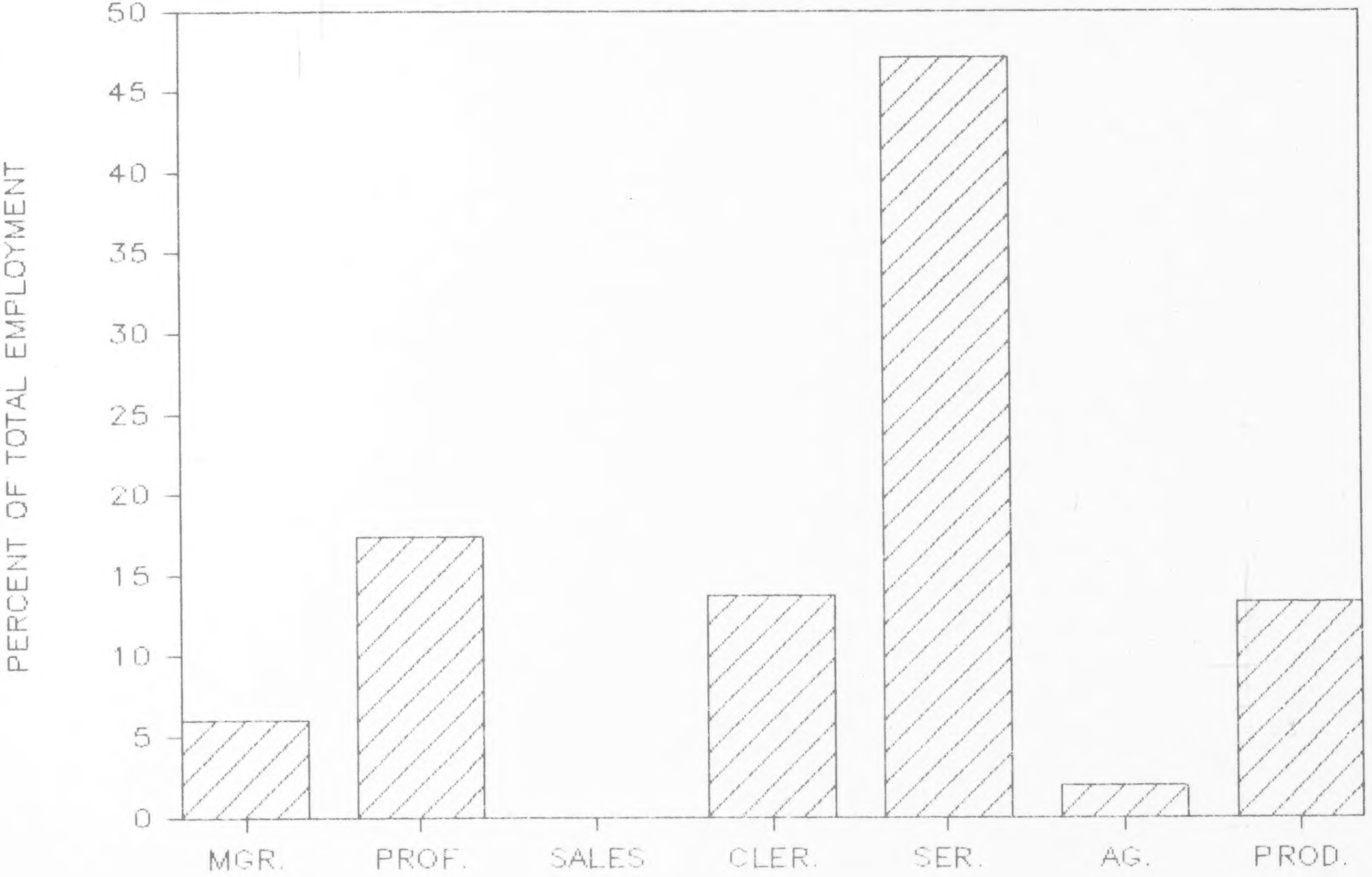
OCCUPATIONAL STAFFING PATTERNS
LOCAL GOVERNMENT
MAY 1985

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Transportation Workers	97899	128	0.9	NA	-	-	NA
Operating Engineers	97956	15	0.1	31	20	10	7.7
All Other Material Moving Equipment Operators	97999	50	0.4	NA	-	-	NA
Refuse Collectors	98705	75	0.6	14	86	64	15.4
All Other Helpers, Laborers, and Material Movers, Hand	98999	39	0.3	NA	-	-	NA

* LESS THAN 0.05 PERCENT

DISTRIBUTION OF LOCAL GOVERNMENT EMPLOYEES BY COUNTY

COUNTY	NUMBER OF EMPLOYEES	PERCENT OF TOTAL
BELKNAP	681	5.0
CARROLL	627	4.6
CHESHIRE	1,240	9.1
COOS	667	4.9
GRAFTON	1,199	8.8
HILLSBOROUGH	3,801	27.9
MERRIMACK	1,703	12.5
ROCKINGHAM	2 044	15.0
STRAFFORD	1,117	8.2
SULLIVAN	545	4.0
TOTAL	13,624	100.0



EMPLOYMENT BY OCCUPATIONAL GROUP

LOC.GOV.(EXC.SIC 806,821,822,824 & 829)

OCCUPATIONAL EMPLOYMENT

EDUCATIONAL SERVICES[1]

PUBLIC AND NONPUBLIC ELEMENTARY AND SECONDARY SCHOOLS, COLLEGES, UNIVERSITIES, PROFESSIONAL SCHOOLS, AND JUNIOR COLLEGES

(SIC 82)

This major group includes establishments furnishing formal academic or technical courses, correspondence schools, commercial and trade schools, and libraries. This group does not include beautician and barber schools or those primarily engaged in job training.

Employment in New Hampshire Educational Services totalled 34,565 as of April 1985. This represents an increase of 12.6 percent since October 1978. The largest group, Elementary and Secondary schools employed 23,853 workers or 69 percent while Colleges and Universities employed 10,239 workers or 29.6 percent.

Our sample consisted of 122 units representing employment of 27,111. Usable responses were received from 103 units or 84 percent of the units sampled. The reported employment was 23,301 or 86 percent of of the employment in the sample.

1. Includes the University of New Hampshire as well as the New Hampshire Vocational Technical Colleges and Institute.

THE FIFTEEN EDUCATIONAL SERVICE OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS

The fifteen specific occupations listed below by employment size comprise only 15.8 percent of the grand total of 95 specific occupations employing ten or more workers but total over 64.0 percent of the 34,565 workers employed in Educational Services in New Hampshire.

RANK	OCCUPATIONAL TITLE	OES CODE	APR. 1985 EMP.	PERCENT OF TOTAL
1	Teachers, Secondary School	31308	5,010	14.5
2	Teachers, Elementary School	31305	4,437	12.8
3	Secretaries	55100	1,885	5.4
4	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	1,799	5.2
5	Teacher Aides, Paraprofessional	31521	1,526	4.4
6	Teachers, Special Education	31311	1,287	3.7
7	Education Administrators	15005	1,198	3.5
8	Food Preparation Workers	65038	782	2.3
9	Cooks, Institution Or Cafeteria	65028	720	2.1
10	English and Foreign Language Teachers	31216	708	2.0
11	Social Sciences Teachers	31210	696	2.0
12	Teacher Aides and Educational Assistants, Clerical	53905	599	1.7
13	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	568	1.6
14	Bus Drivers, School	97111	560	1.6
15	Life Sciences Teachers	31202	557	1.6

STAFFING PATTERNS
EDUCATIONAL SERVICES
PUBLIC AND NONPUBLIC ELEMENTARY AND SECONDARY SCHOOLS, COLLEGES, UNIVERSITIES, PROFESSIONAL SCHOOLS, AND JUNIOR COLLEGES**
(SIC 82)

OCCUPATIONAL TITLE	OES CODE	APRIL 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		34,565	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	2,222	6.4				
Financial Managers	13002	94	0.3	13	107	81	24.3
Personnel, Training, and Labor Relations Managers	13005	55	0.2	37	75	35	13.6
Purchasing Managers	13008	11	*	25	14	8	4.9
Marketing, Advertising, and Public Relations Managers	13011	55	0.2	23	67	43	13.6
Administrative Services Managers	13014	36	0.1	43	51	21	8.7
Engineering, Mathematical, and Natural Sciences Managers	13017	38	0.1	10	42	34	2.9
Education Administrators	15005	1,198	3.5	13	1,355	1,041	84.5
Construction Managers	15017	25	0.1	13	28	22	10.7
Communications, Transportation, and Utilities Operations Managers	15023	23	0.1	24	29	17	8.7
Food Service and Lodging Managers	15026	116	0.3	20	140	92	28.2
General Managers and Top Executives	19005	392	1.1	19	467	317	43.7
All Other Managers and Administrators	19999	179	0.5	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	21,783	63.0				
Accountants and Auditors	21114	59	0.2	24	73	45	20.4
Budget Analysts	21117	39	0.1	23	48	30	5.8
All Other Financial Specialists	21199	28	0.1	NA	-	-	NA
Purchasing Agents-Except Wholesale, Retail, and Farm Products	21308	11	*	8	12	10	5.8
Personnel, Training, and Labor Relations Specialists	21511	27	0.1	26	34	20	5.8

STAFFING PATTERNS
EDUCATIONAL SERVICES
PUBLIC AND NONPUBLIC ELEMENTARY AND SECONDARY SCHOOLS,
COLLEGES, UNIVERSITIES, PROFESSIONAL SCHOOLS, AND JUNIOR COLLEGES**
(SIC 82)

OCCUPATIONAL TITLE	OES CODE	APRIL 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
All Other Management Support Workers	21999	64	0.2	NA	-	-	NA
Engineering and Related Technicians and Technologists	22500	44	0.1	31	57	31	2.9
Life Scientists	24300	63	0.2	17	74	52	2.9
Physical and Life Science Technicians and Technologists	24500	34	0.1	35	46	22	2.9
Systems Analysts, Electronic Data Processing	25102	35	0.1	25	44	26	4.9
Computer Programmers	25105	141	0.4	14	160	122	17.5
Computer Programmer Aides	25108	134	0.4	9	143	123	8.7
Psychologists	27108	120	0.3	26	151	89	19.4
All Other Social Scientists	27199	4	*	NA	-	-	NA
Social Workers, Except Medical and Psychiatric	27305	68	0.2	40	95	41	6.8
Nursing Instructors	31114	166	0.5	36	225	107	9.7
Graduate Assistants, Teaching	31117	78	0.2	29	101	55	3.9
Life Sciences Teachers	31202	557	1.6	10	610	504	19.4
Chemistry Teachers	31204	122	0.3	9	132	112	23.3
Physics Teachers	31206	93	0.3	8	100	86	22.3
All Other Physical Sciences Teachers	31209	96	0.3	NA	-	-	NA
Social Sciences Teachers	31210	696	2.0	8	754	638	26.2
Health Specialties Teachers	31212	54	0.2	25	67	41	5.8
English and Foreign Language Teachers	31216	708	2.0	9	773	643	23.3
Art, Drama and Music Teachers	31218	405	1.2	16	471	339	16.5
Engineering Teachers	31222	161	0.5	17	189	133	5.8
Mathematical Sciences Teachers	31224	246	0.7	14	280	212	19.4
Computer Science Teachers	31226	116	0.3	34	155	77	16.5
All Other Post Secondary Teachers	31299	789	2.3	NA	-	-	NA
Teachers, Preschool and Kindergarten	31302	336	1.0	22	409	263	31.1
Teachers, Elementary School	31305	4,437	12.8	6	4,711	4,163	45.6

STAFFING PATTERNS
EDUCATIONAL SERVICES
PUBLIC AND NONPUBLIC ELEMENTARY AND SECONDARY SCHOOLS, COLLEGES, UNIVERSITIES, PROFESSIONAL SCHOOLS, AND JUNIOR COLLEGES**
(SIC 82)

OCCUPATIONAL TITLE	OES CODE	APRIL 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Teachers, Secondary School	31308	5,010	14.5	5	5,268	4,752	41.7
Teachers, Special Education	31311	1,287	3.7	7	1,381	1,193	54.4
Teachers, and Instructors, Vocational Education and Training	31314	330	1.0	13	372	288	21.4
Instructors, Nonvocational Education	31317	124	0.4	27	157	91	6.8
Instructors and Coaches, Sports and Physical Training	31321	430	1.2	12	480	380	29.1
Farm and Home Management Advisors	31323	117	0.3	39	163	71	3.9
All Other Teachers and Instructors	31399	697	2.0	NA	-	-	NA
Librarians, Professional	31502	333	1.0	5	351	315	69.9
Technical Assistants, Library	31505	236	0.7	8	255	217	38.8
Audio-Visual Specialists	31508	47	0.1	13	53	41	17.5
Vocational and Educational Counselors	31514	385	1.1	11	427	343	41.7
Instructional Coordinators	31517	98	0.3	24	122	74	14.6
Teacher Aides, Para-Professional	31521	1,526	4.4	12	1,704	1,348	43.7
Speech Pathologists and Audiologists	32314	168	0.5	15	193	143	32.0
Registered Nurses	32502	333	1.0	7	357	309	51.5
Licensed Practical Nurses	32505	27	0.1	20	32	22	9.7
All Other Health Professionals, Paraprofessionals, and Technicians	32999	119	0.3	NA	-	-	NA
Writers and Editors	34002	72	0.2	13	81	63	7.8
Athletes, Coaches, Umpires, and Related Workers	34058	149	0.4	29	192	106	9.7
All Other Professionals, Paraprofessionals and Technicians	39999	364	1.1	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	66	0.2				
Cashiers	49023	44	0.1	14	50	38	14.6
All Other Sales and Related Workers	49999	22	0.1	NA	-	-	NA

STAFFING PATTERNS
EDUCATIONAL SERVICES
PUBLIC AND NONPUBLIC ELEMENTARY AND SECONDARY SCHOOLS, COLLEGES, UNIVERSITIES, PROFESSIONAL SCHOOLS, AND JUNIOR COLLEGES**
(SIC 82)

OCCUPATIONAL TITLE	OES CODE	APRIL 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	4,672	13.5				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	568	1.6	25	707	429	17.5
Library Assistants and Bookmobile Drivers	53902	285	0.8	11	316	254	22.3
Teacher Aides and Educational Assistants, Clerical	53905	599	1.7	13	679	519	24.3
Secretaries	55100	1,885	5.4	4	1,969	1,801	87.4
Stenographers	55302	55	0.2	26	69	41	6.8
Receptionists and Information Clerks	55305	93	0.3	12	104	82	30.1
Typists	55308	211	0.6	26	265	157	13.6
Typists, Word Processor	55311	50	0.1	20	60	40	11.7
Personnel Clerks	55314	25	0.1	15	29	21	9.7
Bookkeeping, Accounting, and Auditing Clerks	55338	236	0.7	17	277	195	45.6
Payroll and Timekeeping Clerks	55341	51	0.1	17	60	42	18.4
Billing, Cost and Rate Clerks	55344	107	0.3	24	132	82	9.7
General Office Clerks	55347	274	0.8	18	324	224	20.4
Duplicating Machine Operators	56005	19	0.1	17	22	16	2.9
Computer Operators	56011	34	0.1	22	42	26	9.7
Data Entry Keyers	56017	29	0.1	19	35	23	10.7
All Other Office Machine Operators	56099	18	0.1	NA	-	-	NA
Switchboard Operators	57102	38	0.1	15	44	32	11.7
Mail Clerks, Except Mail Machine Operators and Postal Service	57302	23	0.1	22	28	18	5.8
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	30	0.1	13	34	26	11.7
All Other Material Recording, Scheduling, and Distributing Workers	58099	5	*	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	37	0.1	NA	-	-	NA

STAFFING PATTERNS
EDUCATIONAL SERVICES
PUBLIC AND NONPUBLIC ELEMENTARY AND SECONDARY SCHOOLS, COLLEGES, UNIVERSITIES, PROFESSIONAL SCHOOLS, AND JUNIOR COLLEGES**
(SIC 82)

OCCUPATIONAL TITLE	OES CODE	APRIL 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
SERVICE OCCUPATIONS	60000-69999	4,503	13.0				
First Line Supervisors and Manager/Supervisors-Service	61000	193	0.5	9	210	176	19.4
Guards and Watch Guards	63047	96	0.3	16	111	81	6.8
All Other Protective Service Workers	63099	60	0.2	NA	-	-	NA
Dining Room and Cafeteria Attendants, and Bartender Helpers	65014	370	1.1	27	469	271	12.6
Counter Attendants-Lunchroom, Coffee Shop, or Cafeteria	65017	78	0.2	29	100	56	5.8
Cooks, Institution or Cafeteria	65028	720	2.1	12	804	636	40.8
Food Preparation Workers	65038	782	2.3	9	851	713	32.0
All Other Food Service Workers	65099	229	0.7	NA	-	-	NA
Maids and Housekeeping Cleaners	67002	124	0.3	34	166	82	7.8
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	1,799	5.2	3	1,857	1,741	72.8
All Other Cleaning and Building Service Workers, Except Private Households	67099	29	0.1	NA	-	-	NA
All Other Service Workers	69999	23	0.1	NA	-	-	NA
AGRICULTURAL, FORESTRY, FISHING AND RELATED OCCUPATIONS	70000-79999	117	0.3				
Gardeners and Groundskeepers, Except Farm	79014	106	0.3	13	120	92	18.4
All Other Agricultural, Forestry, Fishing, and Related Workers	79999	11	*	NA	-	-	NA

STAFFING PATTERNS
EDUCATIONAL SERVICES
PUBLIC AND NONPUBLIC ELEMENTARY AND SECONDARY SCHOOLS, COLLEGES, UNIVERSITIES, PROFESSIONAL SCHOOLS, AND JUNIOR COLLEGES**
(SIC 82)

OCCUPATIONAL TITLE	OES CODE	APRIL 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND MATERIAL HANDLING OCCUPATIONS	80000-98000	1,202	3.5				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	34	0.1	25	42	26	6.8
First Line Supervisors and Manager/Supervisors-Construction Trades and Extractive Workers	81005	10	*	41	14	6	2.9
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	16	0.1	NA	-	-	NA
Maintenance Repairers, General Utility	85132	135	0.4	15	155	115	20.4
Automotive Mechanics	85302	26	0.1	23	32	20	6.8
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	15	*	44	22	8	3.9
All Other Mechanics, Installers, and Repairers	85999	3	*	NA	-	-	NA
Carpenters	87102	93	0.3	10	102	84	13.6
Electricians	87202	61	0.2	9	67	55	13.6
Painters and Paperhangers, Construction and Maintenance	87402	58	0.2	15	67	49	9.7
Plumbers and Pipefitters	87502	46	0.1	11	51	41	10.7
All Other Construction Trades Workers, Except Helpers	87999	12	*	NA	-	-	NA
Precision Production Occupations	89000	5	*	NA	-	-	NA
Plant and System Occupations	95000	20	0.1	NA	-	-	NA
Truck Drivers, Light-Include Delivery and Route Workers	97105	21	0.1	25	26	16	5.8

STAFFING PATTERNS
EDUCATIONAL SERVICES
PUBLIC AND NONPUBLIC ELEMENTARY AND SECONDARY SCHOOLS, COLLEGES, UNIVERSITIES, PROFESSIONAL SCHOOLS, AND JUNIOR COLLEGES**
(SIC 82)

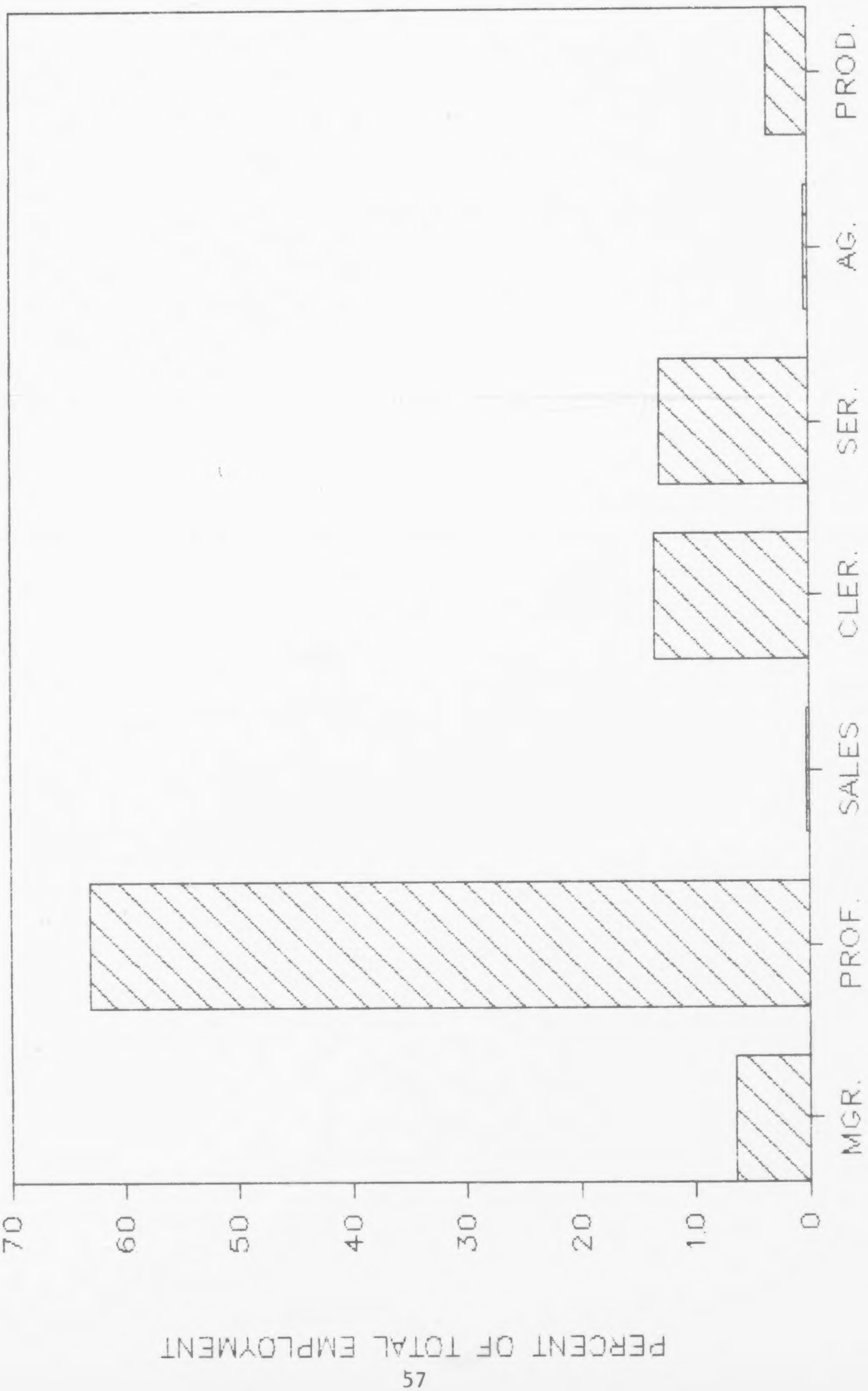
OCCUPATIONAL TITLE	OES CODE	APRIL 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE		PERCENT OF FIRMS REPORTING
					HIGH	LOW	
Bus Drivers, School	97111	560	1.6	23	689	431	21.4
All Other Material Moving Equipment Operators	97999	15	*	NA	-	-	NA
Helpers, Laborers, and Material Movers, Hand-Exclude Agriculture and Forestry Laborers	98000	72	0.2	NA	-	-	NA

* Less Than 0.05 Percent

** Includes The University Of New Hampshire System and New Hampshire Vocational Technical Colleges and Institutes

EMPLOYMENT BY OCCUPATIONAL GROUP

EDUCATIONAL SERVICES



METHODOLOGY

FEDERAL GOVERNMENT

Data provided by the Bureau of Labor Statistics, United States Department of Labor, included permanent and temporary full-time and part-time employees on the Federal payroll as of October 1985. Since the data herein was a total count, figures were not rounded and there was no relative sampling error.

STATE GOVERNMENT

The State Department of Personnel provided a complete printout of permanent and temporary, full-time and part-time, classified and unclassified positions to the Department of Employment Security. The data covered employment reported as of May 1985 and excluded workers employed in hospitals, elementary and secondary schools, vocational-technical schools and institutes, junior colleges, colleges, and universities.

There was neither a relative error nor rounding of figures since the data was a total count rather than an estimate based upon a sample.

LOCAL GOVERNMENT AND EDUCATIONAL SERVICES

Local government and educational services employment estimates were based on data furnished by responses to a survey conducted by the New Hampshire Department of Employment Security. The survey covered the payroll period including May 12, 1985 and April 12, 1985 respectively. The survey universe was based upon the 1984 ES-202 employment listing. Since local government and educational services employment was an estimate because of nonresponse to the survey, data was rounded and compiled on a relative sampling error of 50 percent, or with fewer than 10 employees, was not published but was assigned to a residual or occupational grouping.

Relative error, as used in this publication, indicates the true possible range of the published data. For example, physics teachers (OES Code 31206) lists an estimated total of 93 workers with a relative error of 8 percent. This means that an actual count of all (the universe) workers in this code group would not differ from the estimate by more than seven or an estimated high of 100 or low of 86.

APPENDIX

The OES coding structure provides for the allocation of occupations reported into seven major categories. Specifically these occupational categories are as follows:

10000-19999 I. Managerial and Administrative Occupations

Includes top and middle level managers, administrators, and executives. Primary duties are policy making, planing, staffing, directing or controlling the activities of industrial, commercial, governmental or other establishments. Typical examples are: Corporate Officers; Plant Managers; Branch Managers; District Managers; Production Superintendents; General Superintendents; and Managers of such departments as budget, purchasing, sales and distribution, advertising, public relations, personnel and training, etc.

20000-39999 II. Professional, Paraprofessional and Technical Occupations

Includes persons concerned with the theoretical or practical aspects of such fields as science, art, education, law and business relations where substantial post-secondary educational preparation or equivalent on-the-job training or experience is required. Typical examples are: Architects; Engineers; Metallurgists; Physicists; Mathematicians; Statisticians; Biologists; Economists; Accountants and Auditors; Purchasing Agents; Public Relations Practitioners; Personnel and Training Specialists (other than departmental managers); Lawyers; Physicians and Surgeons; Registered Nurses; Editors and Writers; Teachers; Air Traffic Controllers; Computer Programmers; Drafters; and Chemical Technicians (except Health).

40000-49999 III. Sales and Related Occupations

Includes persons selling goods or services and others directly related to sales. Typical examples are: Sales Agents and Placers; Insurance; Sales Engineers; Cashiers; and Salespersons, Retail.

50000-59999 IV. Clerical and Administrative Support Occupations

Includes persons performing office and plant clerical tasks such as typing, filing, computer operating, records keeping (personnel, stock, production, billing, etc); and mail preparation and distributing.

60000-69999 V. Service Occupations

Includes workers in occupations relating to protective service, food service, health assisting service, cleaning and building service and personal service.

70000-79999 VI. Agricultural, Forestry, Fishing and Related Occupations

Includes workers concerned with agricultural production, forestry, and fishing. Also included in this division are agriculture related workers such as animal caretakers and groundskeepers.

80000-98999 VII. Production, Construction, Operating, Maintenance and Material Handling Occupations

Includes all skilled, semiskilled and unskilled workers performing machine and manual tasks involving production, construction, operating, maintenance, repair and material handling operations.